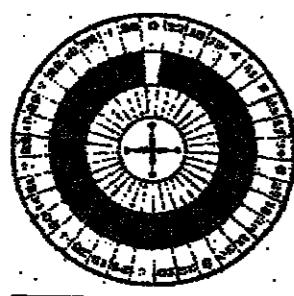


THE TIMES Tomorrow

The casino game
Return of the high rollers: the state of the game in Britain's casinos



Tibetan journey
A pilgrimage to the heart of Tibet

Hot meals
Values looks at the microwave warm-up

British Council
What have TS Eliot and the Think Tank in common? George Walden explains

Rugby
David Hands previews Rugby's John Player Cup

ICI anger at fall in shares

The chairman of ICI, Mr John Harvey-Jones, angrily criticized the stock market for marking the group's shares lower despite a £360m surge in profits. The shares fell 16p to 576p after ICI reported profits of £619m for 1983 and an increased dividend. Page 21

Junta arrest

The former Commander of Argentina's Air Force, Brigadier Basilio Lami Dozo, became the third member to be arrested of the Junta which ordered the Falklands Invasion. Page 7



Stronger pound

Sterling rose 1.15 cents to close at \$1.4625, its highest level since November 30. On foreign exchange markets made jittery by the flare-up in the Gulf war.

Cigarette tax

Health ministers are pressing Mr Nigel Lawson, Chancellor of the Exchequer, to increase the price of a packet of cigarettes by 20p in the Budget. Page 2

Crash inquest

A teenage girl who was one of six survivors of the Isles of Scilly helicopter crash told the inquest of her fight to keep alive in the sea. Page 3

Grenada appeal

A foreign legal team has appealed against the Grenadian courts' refusal to allow British lawyers to represent people accused of murdering Maurice Bishop. Page 7

Liberal hope

Liberals in Chesterfield claim that they can win over enough Conservative voters by polling day next week to beat Mr Tony Benn in the by-election. Page 2

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Letters: On Scott Lithgow, from Professor J Pickett; Falklands, from Mr A Monk; animal experiments, from Mr G Cheshire
Leading articles: French lorry dispute: Hongkong; Civil liberties
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Why the church should return to the straight and narrow; French industrial violence, a matter of national temperance; David Watt on Britain's conflicting interests in South Africa.
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French offer £160 per driver as blockade goes on

• A grant of 2,000 francs (£160) is being offered by the French Government as a first instalment to all lorry drivers trapped by the worsening road blockade

• High in the Italian Alps, stranded Britons demanded that Whitehall fly them home and hire guards for their marooned vehicles

• France hinted that it might use troops to clear the roads, but only as a last resort. Madame Edith Gresson, the French Foreign Trade Minister, said in London that the police were unable to cope

• Thousands of British holidaymakers face long delays this weekend. One coach operator is planning to bring passengers home by air and rail (Back page)

From Diana Geddes, Paris

cards and did not therefore have immediate cash problems.

Sir John Freiwell, the British Ambassador, said that reports indicated that while there may initially have been some sympathy for the French lorry drivers, most British drivers were now growing increasingly exasperated by the cold and discomfort and wanted to get home.

This latest development came as the situation became ever more confused, with dozens more blockades going up in some areas of France, while others were being taken down. Mr Ray Whitney, Under Secretary of State at the Foreign Office, had talks with French officials in Paris on the question of compensation for British drivers, and said afterwards: "We agreed we should keep in touch on this issue."

British Embassy officials said that there were more than 300 British lorries in the approach roads up to the Mont Blanc tunnel and Frejus tunnels on the French side of the border and about another 100 on the Italian side. Consulate officials were in direct contact with many of them, mainly giving information, comfort and advice, but also attending to some isolated specific needs such as money and medical care. Most drivers were carrying credit

where the trouble first began: the Marseilles area, where new blockades went up; Lorraine and the northeastern suburbs of Paris. In virtually all areas, some traffic is now being allowed to filter through, however.

Fifteen foreign lorries, including some British, were reported to have been allowed through the blockade at Cluses on the road up to the Mont Blanc tunnel. French lorries carrying heating fuel, petrol, and food provisions destined for the ski resorts in the Chamonix valley were also being allowed through.

In Paris the Government remained blockaded, refusing to give in to pressure for the immediate resumption of negotiations, but repeating its readiness to re-open talks on March 1, given a "gesture of goodwill" by the lorry drivers.

The four ministers most immediately concerned are now meeting twice daily to discuss the dispute which is starting to have a serious effect on the economic activities and the supply of provisions in some areas, as well as traffic flows.

M Jacques Delors, the Finance Minister who presided over yesterday's emergency ministerial meetings in the absence of M Pierre Mauroy, the Prime Minister, said that

Continued on back page, col 1

Police, out in force in the Greater Paris area, managed to keep the *Peripherique* round the capital free from blockades by banning all articulated lorries, and also succeeded in preventing a threatened total blockade of the international Rhine-Rungis meat and vegetable market to the south of the city.

The main black spots remained the Nord-Pas de Calais region, which includes the Channel ports of Dunkirk, Calais, and Boulogne; the Rhone-Alps area,

Continued on back page, col 1

Bad feelings between British and French drivers are rising to the surface. The British drivers recall that during their strike in the war in the Falklands. Why not? They spend millions on the war in the Falklands. Why not? They spend anything on us," asked Mr Dave Smith of Liverpool.

Resentment was building up fast among the 40 or so British drivers kicking their heels on the high mountain road leading to the tunnel as days dragged past, money got scarcer and the Government - in their view - seemed uninterested in their plight.

"If it goes on much longer there will be trouble," Mr Les Mullin, of Selby Bridge in Yorkshire said. "It would only take a silly incident to start something off."

Nerves have already begun to fray. A misunderstood joke, a sharp dig in the ribs from an Italian customs officer and Mr Tony Govey, aged 28, of Southampton found himself in a brawl with four customs men. "It ended up with a gun pointed at my head and handcuffs on my wrists," he said. "A session with an interpreter in the customs chief's office cleared the air but the same thing could happen again at any moment.

Union negotiators emerged from the meeting shocked at the vehemence of the Prime Minister's remarks, which they said were "deeply offensive". They are due to meet again today to plan further action beyond Tuesday's protest, and an emergency meeting of the TUC's "inner cabinet", the finance and general purposes committee, is likely to be held on Monday to discuss the GCHQ crisis.

It was clear from the meeting in Downing Street that Mrs Thatcher was not prepared to co-exist with the presence of national trade unions at GCHQ. She argued that union membership carried an inherent conflict of loyalty. The maintenance of security and intelligence services came first, she told the unions.

The unions had presented to the Government a four-point package of proposals which guaranteed, they claimed, that there would be no future disruption of GCHQ operations as a result of industrial action. However, it was made clear by Mrs Thatcher that there was a "gap that could not be bridged".

Israeli planes pound Lebanon

From Christopher Walker, Jerusalem

Israeli bombers yesterday pounded targets deep inside Lebanon for third time this week, as part of a new, intensified strategy aimed at preventing the re-establishment of a Palestinian military infrastructure in areas abandoned by the Israeli Army when it retreated south last year to the Awali river.

It is understood that the bombing sorties will continue, especially in the area of Bhamdoun, the town 12 miles south-east of Beirut hit again yesterday, where the Israeli Army claims that large numbers of militant Palestinians from various groups have established

Continued on page 6, col 2

Three shipyards bid to replace Sir Galahad

By David Hewson

Three British state-owned shipyards, Cammell Laird at Birkenhead, Swan Hunter on the Tyne and Harland and Wolff in Belfast are lining up to win what, in emotional terms, will be the most important contract for years - the replacement for the 5,600-ton Sir Galahad landing ship. The vessel will cost between £30m and £40m.

Sir Galahad, one of the Royal Fleet Auxiliary's logistic landing ships, was bombed by Argentine forces on June 8, 1982 in Bluff Cove in the Falklands. Thirty-three Welsh guardsmen lost their lives.

BBC sources denied that the departure of Mr Singer after 35 years with the corporation had anything to do with its recent dismal audience ratings and its battle for an increase in the licence fee next year.

However, the BBC described Mr. Cotton, a former head of BBC 1 and light entertainment, as a man with a popular eye who will take a sharp look at the present schedules.

Staff in BBC news and current affairs programmes are particularly worried that any reworking of the television output to bring in more viewers would particularly affect them.

Mr Cotton, aged 55, son of

Cotton gets job to overhaul BBC

Mr Aubrey Singer, the managing director of BBC Television, left the corporation yesterday and was replaced by Mr Bill Cotton, who had been responsible for its satellite broadcasting project.

BBC sources denied that the departure of Mr Singer after 35 years with the corporation had anything to do with its recent dismal audience ratings and its battle for an increase in the licence fee next year.

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Thatcher rejects Cheltenham union options

By David Felton, Labour Correspondent

The Prime Minister last night gave an uncompromising rejection of trade union proposals to maintain membership at the Government Communications Headquarters (GCHQ) and made it clear that she was convinced the proposed union ban would be accepted by almost all the 7,000 staff involved.

The six Civil Service unions responded immediately by calling on their 600,000 members to stage a half-day strike next Tuesday as a "demonstration of repugnance and anger" at Mrs Margaret Thatcher's stance in the meeting in Downing Street.

The unions are urging members to attend lunchtime protest rallies and not to return to work in the afternoon.

Mrs Thatcher told the unions during an hour's meeting yesterday that she was not prepared to concede the principle of union membership at the secret communication bases and argued that to do so "could even put people's lives at risk".

Union negotiators emerged from the meeting shocked at the vehemence of the Prime Minister's remarks, which they said were "deeply offensive". They are due to meet again today to plan further action beyond Tuesday's protest, and an emergency meeting of the TUC's "inner cabinet", the finance and general purposes committee, is likely to be held on Monday to discuss the GCHQ crisis.

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Basque leader shot dead

The number three figure in the Basque Socialist Party and a leading candidate for Sunday's general elections in the autonomous region was assassinated yesterday at his home in San Sebastian by a hooded gunman

immediately taken to be from ETA, the Basque separatist movement. (Richard Wigg writes)

Senior Enriques Casas, aged 47, an Andalucian-born physicist and Senator in the Madrid Parliament was gunned down on the stairs of his home as

Continued on page 6, col 2

the late band leader Billy Cotton joined the corporation as a freelance producer and produced his father's popular variety shows. As head of light entertainment, he developed programmes like *Top of the Pops*, *Morcambe and Wise*, *Jim'll Fix It*, and the Michael Parkinson show.

He said: "I shall be producing drama and documentaries for the television service too.

Yesterday's meeting of the board of governors also promoted Mr Alan Protheroe, the assistant director-general, who will now deputies for Mr Milne. Mr Geoffrey Back, presently deputy director of finance, will succeed Mr Paul Hughes as director of finance.

Mr Singer refused to elaborate

Cabinet 'horror' at pit incident

By Kenneth Gossling

Mr Peter Walker, Secretary of State for Energy, yesterday expressed his "horror" at the "appalling violence" shown to Mr MacGregor at Ellington colliery, Northumberland, on Wednesday.

After a visit to Mr MacGregor at the board headquarters in London, Mr Walker said he had come to express regret at what had happened and support for the way Mr MacGregor was trying to create a successful industry.

The Coal Board chairman was clearly upset at the way the incident had been reported. On television and in the papers he was shown lying stunned on the ground, after being shaved over by a crowd of miners protesting about the planned loss of 600 jobs at the nearby Bates colliery.

Yesterday Mr MacGregor waved his fist at reporters, crying: "You people want you heads examined, why don't you leave me alone?"

In the Commons, the Prime Minister called the incident "disgraceful". Mr Neil Kinnock, the Labour leader, accused her of "trying to make mischief out of regrettable incidents".

Northumbria police are preparing a report for the Home Office.

Before a fence collapsed, sending Mr MacGregor onto the ground, a man was seen grabbing the lapels of his jacket.

Yesterday, the man, Mr John Hall, aged 31, an underground worker, said he

had nothing to do with the attack.

Mr Richard Weir, secretary-general of the Building Society Association, said: "This is an absolute bombshell."

The latest figures show that building society profits in 1982 were roundly condemned by building society chiefs. It could double the amount of tax societies pay on their investment profits, mainly from government stocks.

Investment profits previously were taxed at capital gains with a maximum rate of 30 per cent. Profits on government stocks held for more than a year were free of tax. Now investment profits will be taxed at the special building society rate of 40 per cent.

Mr Hall Regret but no apology

had told Mr MacGregor because he wanted to sing and talk.

Mr MacGregor has written to thank Mr Mick Owen, BBC reporter, who went to his aid when he was knocked down.

Mr MacGregor wrote: "The behaviour of the man who confronted me was not typical of the people who work in the industry. It is a pity that a few individuals can do so much harm to our reputation."

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Fifty years flying experience

Chesterfield by-election

Liberals claim they can win enough Tory votes to catch up by polling day

From Colin Hughes
Chesterfield

Liberals in Chesterfield claimed yesterday that they are stripping enough votes from the Conservatives to catch Mr Tony Benn, the Labour candidate, by-election polling day next Thursday.

Their confidence gained some support from a poll broadcast by Central Television last night, which showed the Conservative vote slumping from 23 per cent to 14 per cent while the Alliance rose from 29 per cent to 35 per cent.

Burt the Labour vote, when Central Television's pollsters, Network Intelligence, interviewed a 500-voter sample last Sunday, had risen to 49 per cent against 46 per cent for the same group was interviewed two weeks before.

Mr Cyril Smith, the Liberal MP meeting voters in Chesterfield market yesterday before the poll, said: "It is between us and Labour. Anyone who votes Tory is going to waste their vote."

He believed the Conservative candidate, Mr Nicholas Bourne, could lose his deposit. "We can still take more Tory votes, and I believe it is neck and neck with one week to go," Mr Smith said.

The Conservative campaign has been directed largely at Mr Benn's left-wing reputation, but only 4 per cent of the Central Television sample now thought he was an issue compared, with 10 per cent at the start of the campaign.

Floppy disc comes to aid of the party

By Anthony Bevins.

Political Correspondent
Mr Tony Benn's youngest son, Mr Joshua Benn, is hoping to take the tedium out of elections and revolutionize the practice of politics, with the help of a floppy disc.

Mr Benn, aged 26 and a music publisher with no political track record, is currently running a computer experiment which could provide vital election votes for his father, the Labour candidate in Chesterfield on March 1.

Details of the electorate in one of the constituency's wards, New Whittington, which has about 3,000 voters, have been transferred to a floppy disc and, as canvas returns are brought in, they are punched into the computer.

On March 1, the party will be able, at the push of a button, to provide an updated record of New Whittington Labour voters who have not been to the polling stations. They will then become targets for increased doorstep pressure by party workers.

Mr Benn said yesterday that in the past once promised to vote had been established by canvassers on the doorstep they had been entered on canvas cards and a series of complex manual operations had followed on polling day as the party had attempted to get out its maximum vote. With the computer program developed by Mr John Leach, of Dover, "efficiency can be doubled and even quadrupled", he said.

The computer, a £399 BBC micro, could even be used to save people cutting out and sticking up electoral registers into canvas cards, providing ready-printed returns in a fraction of the time. "It certainly saves manpower," Mr Benn said.

"This is the first real test of the software in a by-election. It will be used to remove some of the drudgery and tedium of the



"Quadrupling efficiency"

'Doubtfuls' worrying for Labour

By Our Political Correspondent

Mr Tony Benn's agent in the Chesterfield by-election on March 1 has said that the result could be tight.

A frank analysis of the campaign in yesterday's *Labour Weekly*, the official party newspaper, said that the number of doorstep "doubtfuls" was still worrying and that the Liberals "had shifted themselves into second place".

It also reported: "Nothing can be safely or justifiably predicted until it is clear that the Labour vote has held and that the Liberals have failed to attract Tories in large numbers."

Mr Peter Coleman, the regional organizer for the East Midlands who is acting as Mr Benn's agent for the by-election, told the newspaper that concentrated attention on the doubtfuls was failing to show signs of paying off.

He said: "We are reducing the numbers of doubtfuls and also trying in-depth canvassing to identify whether voters are inclined to the Tories or Liberals if they are not with us. If our vote holds, then there should be no problem."

He added: "If there is a high proportion of doubtfuls who choose to go against us, the calculation is that we will still win but that it would be much tighter than we originally anticipated."

Mr Michael Spicer, MP for Worcester and deputy chairman of the Conservative Party, said that they had experimented with computers in elections, but they were concentrating on the computerization of membership at the moment.

Mr Spencer said: "We are reducing the numbers of doubtfuls and also trying in-depth canvassing to identify whether voters are inclined to the Tories or Liberals if they are not with us. If our vote holds, then there should be no problem."

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Teenager describes fight for survival after helicopter crash in sea

A teenager described yesterday how she helped to save Howard Goddard, aged 11, a fellow survivor of the Isles of Scilly helicopter disaster which claimed 20 lives last July.

Speaking in a barely audible whisper, Ellen Hanslow, aged 16, recounted the minutes when she and five others struggled for survival in the sea off St Mary's. Two Isles of Scilly councillors and the two pilots of British Airways Oscar November, were among the six survivors.

Mr Derrick Pepperell, the West Cornwall coroner, resuming yesterday's inquest into the 20 deaths, quided Miss Hanslow through her evidence.

The coroner said that Howard Goddard, aged 12, was in difficulty because he could not swim very well. Miss Hanslow said: "I swam to him and he hung on to me for a while. I got hold of a bag and managed to hold on to that."

Earlier, Miss Hanslow, of Oakthorpe, Leicestershire, whose parents, John and Marie, died in the crash, said that she was sitting about three seats back on the left of the helicopter.

She said that the helicopter was shrouded in fog. Before take-off, she said she had been given no instructions by the steward

on what to do in the event of the helicopter coming down.

They were all asked to put on seatbelts and this was checked by the steward. She said that she heard the steward tell someone that the aircraft was flying at 100ft.

She said: "I think I looked out of the window. I could see the surface of the sea. I thought it was a bit low but I was not frightened. There was no warning before the helicopter hit the sea and no one had said anything, she said.

I felt the helicopter hit the water. I still had my seatbelt on. The water came in from the front of the aircraft. I managed to undo the seatbelt and we then ended up standing on the roof because it was upside down, she said.

She "shot out" through a hole in the aircraft. "When I got to the surface there was thick fog. I could see about two metres."

She said she could see two of the other survivors, councillors Mrs Megan Smith and Mrs Lucille Langley-Williams, in the water. She then spotted Howard Goddard. She described how she swam over to him.

She said that the boy hung on to her for a while, and that she managed to get hold of a bag and hold on to that. She

Doctors to test computer link

By Nicholas Timmins, Social Services Correspondent

The Department of Health is planning to provide computer terminals for 3,000 general practitioners to improve the reporting of adverse reactions to drugs and allow other experiments in new technology.

The one-year experimental project will initially speed up the reporting of side-effects, the Department of Health said yesterday. At present, doctors send in yellow cards when side-

effects are noticed, and their use has contributed to the withdrawal of about five drugs over the past two years.

About 13,000 yellow cards

are sent in every year and the department's medicines division hopes the terminals will increase the number of reports to about 20,000 a year.

The computers will also be used for other experiments,

including providing doctors with information from the Prescription Pricing Authority on the number and cost of drugs they prescribe, after evidence that GPs can be persuaded to cut the cost of their prescribing if they have such information.

Computers can also be used to call in patients for routine procedures such as cervical smears or vaccinations, and can ease other administrative work.

Getty bid for Wilton art refused

By Frances Gibb

The Lord of Pembroke has been approached by dealers with a view to selling art treasures from his magnificent collection at Wilton House, Salisbury, to the Getty Museum in Malibu, California.

The approach to the owner of one of the top-ranking British collections is the latest to be prompted by the enormous spending power of the Getty Museum.

Lord Pembroke said yesterday that dealers had "put out feelers" to him, among others, to see if he was interested in selling a number of the masterpieces at Wilton. He emphasized that he was not prepared to sell.

One of the most important works at Wilton is "The Card Player", a painting by Lucas van Leyden (1494-1533), estimated to be worth about £3m.

The offer will increase pressure on the Government to take action to protect the owners of historic homes against the Getty spending power.

It coincides with the temporary stopping yesterday by the Minister for the Arts, Lord Gowrie, of an export licence for a Rubens drawing, "A Man in a Korean Costume", bought by Getty for £327,600. British museums have three months to try to match that price.

The Getty Museum has to spend £1m a week to retain its charitable status.

Friend 'murdered couple' found on beach

A couple whose bodies were washed up on a beach at Port Talbot, West Glamorgan, were named yesterday as Mr Patrick Garvey, aged 55, and his wife Emily, aged 53, who lived at Golden Avenue, near the beach.

The police were investigating a theory that Mr Garvey may have drowned trying to pull his wife from the sea. Neighbours said she had recently had hospital treatment for depression.

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Changes for Crown Agents to go private

PRIVATIZATION

Proposals for the reorganization of the Board of Crown Agents has been broadly accepted by the Government with a view to their privatization after the position has been carefully considered. Mr Timothy Raison, Minister for Overseas Development, said in a statement to the Commons: "The timing and method of privatization will be settled later. Pending the necessary legislation, the board will set in train appropriate measures of internal reorganization in order to facilitate privatization."

Mr Raison said: "Last summer the Government of Brunei terminated its contract with the Crown Agents for Overseas Governments and Administrations for the management of its investments. This resulted in significant loss of income to the Crown Agents, amounting to up to \$4m in a full year, so that action became necessary to enable them to meet their financial duties under the Crown Agents Act 1979."

The Board of Crown Agents accordingly submitted to Government proposals for reorganization of the efficiency of the business, designed to enable them to achieve financial viability not later than 1986.

These proposals included the reduction of staff from about 1,200 to under 900, changes in terms of service to enable them to provide services competitively, and the sale of their principal offices at 4 Millbank, which would make possible the reduction of the commencing capital debt from its current level of £19.8m to £5m.

The Government has taken the opportunity to undertake a thorough review of the future of the Crown Agents and the need for their continued existence in their present form. In considering this we have had regard to the Government's policy to reduce the size of the public sector, to the services which the Crown Agents provide for developing countries and to their value to Britain's own interests.

Miss Maynard not IRA supporter

TERRORISM

Mrs Joan Maynard (Sheffield, Brightside), asserted in the Commons that she was not a supporter of the IRA. But when she said she was not in favour of terrorism on either side, Conservative MPs cried "shame" and "Oh".

Miss Maynard reacted to a comment by Mr James Prior, Secretary of State for Northern Ireland, who said during questions on Ulster that remarks she had made about the IRA were unhelpful.

Mr Robert Adey (Christchurch, C) had asked Mr Prior to reject Miss Maynard's views.

Miss Maynard: In view of that accusation, there was misrepresentation. I do not know if he knows that. In one newspaper there was at least an untrue statement.

I repeat what I have said before, that I am not in favour of violence here or anywhere else. I have certainly never been and am not now a supporter of the IRA of any other warring groups in that unhappy country.

Mr Prior: I hope, in that case, that she will go one step further and say she is not in favour of terrorism and does not believe they are freedom fighters.

Miss Maynard: I am not in favour of terrorism but I am not in favour of other things.

The Prime Minister will not be visiting Chesterfield, but took the opportunity of a request that she should do so, to condemn Mr Neil Kinnock's speech there on Monday as thoroughly irresponsible, and to command a comment by Mr John Taylor (Strangford, UUP) that he

Commons (9.30): Debate on private Member's motion on democratic rights and living standards of Londoners. Lords (1): Chronically Sick and Disabled Persons (Amendment) (No 2) Bill committee.

Fowler reconsiders policy on general managers for NHS

By Nicholas Timmins, Health Service Correspondent

Mr Norman Fowler, the Secretary of State for Social Services, appears to be retreating from full implementation of the key recommendation of the Griffiths report, that general managers should be introduced throughout the National Health Service.

Health authorities are to be given between 12 and 18 months to finalize their response to the report and it is also no longer certain that the introduction of managers will be mandatory or even that the job will be full time.

Mr Fowler told the House of Commons select committee on social services recently that he is looking for "maximum flexibility to suit local circumstances".

Farmers grossly overuse pesticides, report claims

By John Young, Agriculture Correspondent

Pesticides to control insects, weeds, and plant diseases are grossly overused, and are not subject to adequate legal safeguards according to a report published yesterday.

The report was prepared by Friends of the Earth for a campaigning group called the Pesticides Action Network, is supported by Oxfam, and the Soil Association. It describes the pesticides safety precautions scheme (PSPS), which is administered by the Ministry of Agriculture under guidance from an independent panel of scientists, as a toothless watchdog.

The report points out that there are no legal limits on the application of pesticides. Vegetables, for example, may receive up to 46 sprays in a season, yet residues in foodstuffs, which constitute a

potential health hazard, are not properly monitored.

It adds that even when chemicals are declared unsafe under the safety scheme, there is nothing to stop farmers using them. Most farmers have no training in pesticide use or safety.

The report calls for statutory controls to give legal force to the present voluntary arrangements; a system for monitoring the health effects of pesticides; and greater disclosure of information on potential hazards.

It also wants a ban on the sale of pesticide that has not been cleared by the ministry as effective, a ministry-sponsored programme to reduce pesticide use to the minimum; maximum legal limits of levels of residues in foodstuffs; and regular surveys of the health of farmers and farmworkers.

The club denies discrimination and the hearing continues today.

Sikh claims race bias by golf club

A Sikh claimed yesterday that he was refused membership of a golf club on racial grounds. Mr Pramji Singh Hothi, aged 40, a postal supervisor, is claiming damages from the Wrexham Golf Club, Shropshire, on the ground of discrimination. He alleges that he is the only applicant to be rejected in the past three years.

Mr Edward Coke, counsel for Mr Hothi, whose case is being funded by the Commission for Racial Equality, told Birmingham Crown Court yesterday:

"According to the minutes, no other occasion has a ballot been requested and has anyone been blackballed."

The club denies discrimination and the hearing continues today.



Robertson: Unnecessary and damaging threat

Crown Agents and their clients in some doubt and uncertainty, which was not in the national interest. There were 4,000 British companies, many quite small, which were largely dependent on the agents.

Mr Raison replied that as the agents moved towards privatization it should be possible to look at each stage and so maintain their position. He hoped the agents could move forward and implement reorganization, then consider the best way to move to privatization without throwing away the advantages of the existence of the agents.

Mr David Atkinson (Liverpool, Mossley Hill, L) asked: "What studies have been made of the state of the London property market which suggests this would be the best time to sell a valuable property in the public interest?"

Mr Raison: On privatization, we want to examine the position carefully initially to find ways of privatizing at any rate parts, and probably the whole of the Crown Agents. The chairman is happy with the funds we have put forward.

I have seen representatives of the Crown Agents' trade unions in London and East Kilbride and hope to meet them again to discuss the implications of the decision on their future.

We have no plans at present to subsume the office at East Kilbride but we shall have to look at it to see what is the best way of handling it.

Regarding the sale of 4 Millbank, the Crown Agents believe they can achieve a considerable capital for this and endorse their belief.

Sir Bernard Braine (Castle Point, C) said the interim statement left the

Colliery incident condemned as disgraceful

NCB CHAIRMAN

The incident the previous day at Ellington Colliery, Northumberland, in which Mr Ian MacGregor, the 71-year-old chairman of the National Coal Board, was knocked to the ground, was disgraceful, Mrs Thatcher, the Prime Minister, said during Commons questions. Most miners would, she added, condemn it.

Mr Kinnoch, Leader of the Opposition, later said he had spoken to Mr MacGregor and the Northumberland Police. The Prime Minister and Mr Leon Brittan, the Home Secretary, were trying to make mischief out of what was a regrettable accident.

The incident was referred to by Mr Alan Smith (Berwick-upon-Tweed, L), in whose constituency the colliery is situated. He said it caused deep concern to many of his constituents, including large numbers of miners who shared the deep sense of frustration of other miners in the North East are threatened with redundancies and closure?

The Secretary of State for Energy (Mr Peter Walker) and Mr MacGregor have flatly refused to listen to representations on behalf of the men.

Mrs Thatcher: The Government's record on putting investment into the coal industry is outstanding and exceeds the Plan for Coal. The Government has more than honoured its promise. It demonstrates that the Government and Mr MacGregor have faith in the future of the coal industry.

Later, on a point of order, Mr Kinnoch said that within minutes of being told of the incident in Northumberland yesterday he spoke to Mr MacGregor's office to inquire about his welfare.

I shared the concern of everybody (he said). I spoke to Mr MacGregor personally this morning. I have checked the details of the incident with the Northumberland police and I have come to the conclusion this was a deeply regrettable accident.

Both the Home Secretary (Mr Leon Brittan) and now the Prime Minister are simply trying to make mischief out of what was a regrettable accident, and not one worthy of us by senior members of the Government.

Dr David Owen, Leader of the SDP,

then rose on a point of order and said it was an intolerable state of affairs.

Amid loud heckling from Labour and Conservative benches, Dr Owen said the Leader of the House (Mr John Biffen) refused to make a statement on the Northumbria berberland incident yesterday and the letter yesterday by the Minister of State, Home Office (Mr Douglas Hurd) did not contain any of what was stated by Mr Brittan and Mrs Thatcher.

There had been no opportunity to raise the issue in the House. The Speaker (Mr Bernard Weatherill) replied that these were questions on which he could not rule.

Following further attempts by Dr Owen to make his point of order heard above continuous interruptions, the Speaker said: Had I anticipated what Mr Kinnoch was going to say perhaps I should not have allowed it. We ought not to have after question time an extension of question time.

Community and because of the called inquiry into the privacies of British agriculture.

Will she explain exactly the position and express her confidence in an industry which has served this country well?

Mrs Thatcher: The Government is determined to reduce the surpluses produced under the CAP, the reason for that is well understood by all farmers throughout the Community. We all recognize that it will cause painful adjustments but people realize that it has to come about.

The Government also believes that people realize the need for support of British agriculture, support which is offered by every western industrial country to its agriculture.

In spite of reports to the contrary, we do not propose to re-open the question of rating of agricultural land and buildings.

The Government also believes that people realize the need for support of British agriculture, support which is offered by every western industrial country to its agriculture.

She has been invited to comment on the report by Coopers and Lybrand, the management consultants hired by the metropolitan counties to analyse the effect of their abolition, that only paltry savings would be achieved.

Mr Stanley Thorpe (Preston, Lab) said the report revealed that there would be no net savings but a possible increase on cost of £60m a year.

Mrs Thatcher: I have seen the outline of that report. The fact is that Coopers and Lybrand have identified scope for significant savings.

The extent to which significant savings resulted from the Government's metropolitan reorganization plans depended upon how vigorously they were pursued by the boroughs and districts, Mrs Thatcher, the Prime Minister, said.

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Rates Bill guillotine next week

The main business in the House of Commons next week will be Monday: Debate on GCHQ. Tuesday: Debate on Welsh Affairs. Wednesday: Timetable motion on Rates Bill. Debates on EC documents on contracts negotiated away from business premises and on food aid. Barclays Bank Bill, second reading.

Thursday: Appropriation (Northern Ireland) Order.

Friday: Private member's motion on the provision of homes.

The main business in the House of Lords will be:

Monday: Cable and Broadcasting Bill, report, first day.

Tuesday: Housing and Building Control Bill, committee, first day.

Wednesday: Debate on foreign affairs and disarmament.

Thursday: Cable and Broadcasting Bill, report, second day.

Absentees from NI Assembly

ULSTER

The Northern Ireland Assembly could not continue indefinitely unless people took part in it. Mr James Prior, Secretary of State for Northern Ireland, said during Commons questions on Ulster.

Mr Michael Stern (Bristol North West, C) said he welcomed the Bill in the limited terms in which it had been introduced. But he had hoped the opportunity would have been taken to bring the whole scheme out of the 1870s rather than merely the administration of it. This was a shame.

The processes by which retired officers applied for compensation of pensions would remain firmly rooted in the 1870s and bear

no comparison to the processes by which modern commercial and private occupation pension schemes similar to those in France are run.

Mr Peter Robinson (Belfast, East, DUP) had asked if Mr Prior would welcome the return to the Assembly of four members who had been booted out.

Mr Prior: I do not believe that

the processes by which retired officers applied for compensation of pensions would remain firmly rooted in the 1870s and bear

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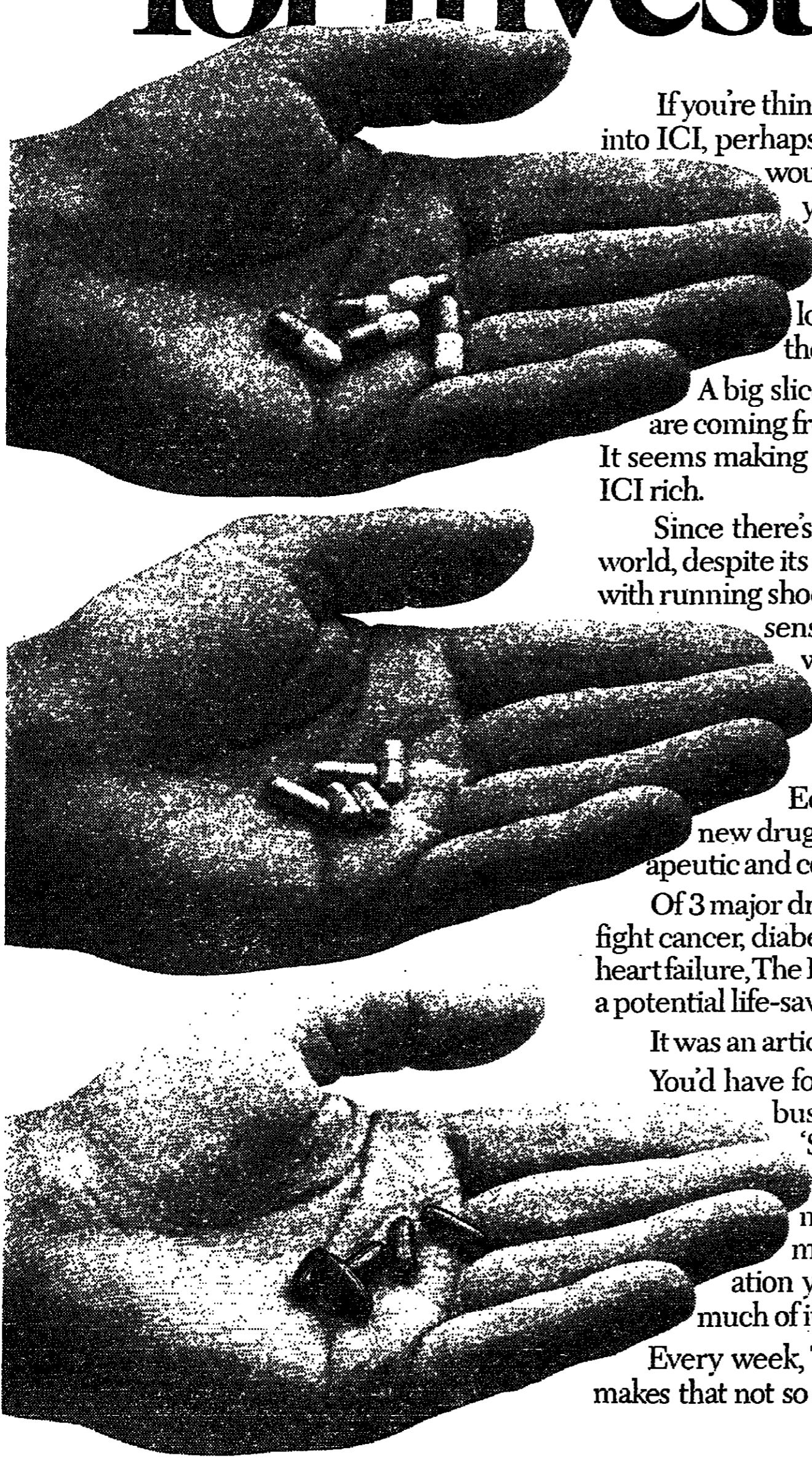
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Cancer. Heart failure. Blindness.

The Economist asks what the future has in store for investors in ICI.



If you're thinking of putting money into ICI, perhaps a chat with your doctor would be as useful as a trip to your stockbroker.

At the moment, the future of ICI's profits looks rather tied up with the future of mankind.

A big slice of their current profits are coming from drug sales in America. It seems making people better is making ICI rich.

Since there's little sign of a healthier world, despite its current preoccupation with running shoes and muesli, ICI are sensibly looking to the future with several interesting new drugs in research and development.

In a recent article, The Economist looked at these new drugs and analysed their therapeutic and commercial possibilities.

Of 3 major drugs being developed to fight cancer, diabetic blindness and heart failure, The Economist picked one as a potential life-saver and money-spinner.

It was an article you should have read. You'd have found it not amongst our business pages but under 'Science and Technology.'

Proof again (if it were needed) that with so much overlapping information you have to lap up as much of it as possible.

Every week, The Economist makes that not so much a task as a

pleasure. The writing is pithy, the punches rarely pulled and the coverage worldwide.

Even other journals find it easy to be enthusiastic:

"One need not agree with The Economist's views to admire the way they have been put. Good writing is its forte. On OPEC, for example:

'Hooray for the disarray in OPEC, and pray that it might be terminal. It probably won't be. False news of OPEC's impending death has erupted before as often as Mark Twain reckoned he gave up cigars.'"

INTERNATIONAL HERALD TRIBUNE

If we've tempted you to try The Economist we suggest trying it for more than one week.

It's often an acquired taste and that may mean acquiring three or four issues. (A small investment for the pleasure and information you'll get in return.)

Over the weeks, study the letterpages and compare them with other celebrated journals. (You may agree that our readers are not only more worldly but more witty.)

The book reviews will probably surprise you with their range and style.

The leaders will undoubtedly take some getting used to. They actually put forward ideas, solutions and opinions. They're often on the attack, seldom on the fence.

The fact is, there just isn't another publication that gives you such a global view of politics and business.

And happily, unlike most things that are good for you, this one is also nice to take.

The
Economist

Middle East: President at bay

Reagan on defensive as journalists give him rough ride on television

From Christopher Thomas, Washington

In 22 televised press conferences President Reagan has never looked so nervous, uncomfortable, defensive. The questioning bordered on the rude - was he a part-time president, a nominal leader, intellectually lazy, forgetful, preferring "leadership by amnesia"?

On Lebanon he ranged through historical justification, refusing to acknowledge defeat of his policy. Even as he spoke American Marines were retreating from Beirut. He said their mission was not over, that they might be sent back, that the naval task force off Lebanon was there to stay.

Lebanon and leadership are key issues among those that mark Mr Reagan's road to four more years in the White House. He dismissed as "fiction" the suggestion that he is not in charge and waits too long to make a decision.

It was Mr Walter Mondale, his main Democratic rival for the presidency, who recently accused the President of governing by amnesty. "I'm surprised he knew what the word meant," Mr Reagan scoffed, a remark more barbed than his style.

He looked taken aback by the exceptional severity of the questioning. "As to that fiction about whether I sit back and then somebody tells me what to do - that's a lack of understanding of how our system has been working here," he said.

And as for Mr Mondale's attacks: "if that's all he has to talk about out there on the trail to his audiences, why let him in?"

Defectors take over in Beirut

From Robert Fisk
Beirut

With Israeli jets flying high over Beirut on their way yet again to bomb around the town of Bhamdoun above Beirut, Muslim units of the Lebanese Army's Sixth Brigade, who defected to the Shia Muslim militia when the Government Army broke apart earlier this month, moved back onto the streets of the west of the city yesterday. Immaculately dressed in combat fatigues, fully armed and driving armoured personnel carriers and tanks.

Only a lonely truck carrying Amal gunmen was there before each convoy to betray just who really was in command of the soldiers.

Along the Corniche and the beachside at Ramlet el-Baida, pedestrians were too busy waving at the soldiers - something they would never have done when the troops were under President Amin Gemayel's command - to notice the high silver shapes of the Israeli aircraft or the brown smoke that began to drift up from the mountains around Bhamdoun at lunchtime.

The explosions could be heard far away and the Israelis later claimed that they had bombed Palestinian positions, although the Druze "Voice of the Mountain" radio station alleged later that Lebanese government troops had opened an artillery bombardment on the Druze in the town at the same time as the air raids.

Declaring that they were the "National Army" one officer even declared himself to be a member of a "People's Army" - the appearance of anti-Government Lebanese troops, claiming to be as patriotic as their Christian colleagues in the Army on the other side of the front line in Beirut, has at last consecrated the break-up of Government forces in Lebanon.

If President Gemayel orders Christian troops of the Army to recapture west Beirut, they will now have to fight their Muslim opposite numbers in the same uniforms and in some cases using identical weapons.

The Muslim soldiers were also intended to demonstrate to the population that Mr Nathi Berri, the Shia Muslim Amal leader, wants to maintain authority in west Beirut and - even more important - to portray that authority as legitimate.

Christian troops aided by Christian militias control east Beirut. Now Muslim troops, aided by Muslim militias control west Beirut. Mr Gemayel will have understood the equation.

Jakarta puts Fretilin rebels on trial

From Our Correspondent
Jakarta

In an apparent policy change, the Indonesian Government has begun trying members of the Fretilin resistance movement in civil courts on subversion charges, and has sentenced a total of 12 men to six to eight years imprisonment in the past three months.

Another 12 suspected Fretilin

members are reported to be awaiting trial in the East Timor capital of Dili. News of the first trial of five men in December reached Jakarta last month, and the official news agency, Antara, reported yesterday that another seven men, identified as school warden, farmers and fishermen, had been sentenced.

According to military sources, some 300 to 400 armed Fretilin rebels remain in the mountains of East Timor. Since then 38 states have

an illegal organization in Dili, and made no mention of Fretilin.

A Department of Justice spokesman declined comment yesterday on whether the civil trials constituted a policy change.

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Fretilin rebels remain in the mountains of East Timor. Since then 38 states have

Militias in control

Baghdad-Basra road cut



Along for the ride: A Lebanese boy swings on a machine gun mounted on a US Marines Jeep leaving Beirut.

'Slander' drives banker to suicide

From Moshe Brillant
Tel Aviv

Mr Yaakov Levinson, a senior and financial spokesman in the Israeli labour movement, committed suicide yesterday morning by shooting himself on the rooftop patio of his home in Tel Aviv suburb.

On other issues Mr Reagan reiterated America's determination to keep open the Strait of Hormuz at the mouth of the Persian Gulf.

He advocated a constitutional amendment - soon to be discussed in the Senate - to allow voluntary prayer in schools.

Israeli planes pound Lebanese targets

Continued from page 1

which have raised fears there of new air raids - are not backed by any evidence which they are prepared to make available to journalists.

Under questioning it is acknowledged that the figure is "an assessment" but it is claimed to be a conservative one.

He produced recent aerial photographs which showed that a Soviet-made T55 tank was stationed outside a building in Bhamdoun which he said was another base of the PFLP-GC, led by Ahmed Jibril, the former officer in the Syrian Army regarded by Israel as the most effective Palestinian fighter now operating. One thousand of the alleged 7,000 guerrillas there are said by the Israelis to be his men.

The Israelis appear unmoved by the denials from Western journalists and diplomats, insisting that 2,000 Palestinians (many of whom they claim are operating under cover) have now penetrated back into west Beirut, double the number last month. The army also estimates that 1,300 Palestinian "terrorists" are now based in the battered Lebanese port of Tripoli, between 2,500 and 2,700 in the Bekaa valley and 1,500 in the central Metn mountain region.

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British lawyers seek end to ban on defending Grenada accused

By Our Foreign Staff

Fearing that those charged with the murder in October of Maurice Bishop, Grenadian Prime Minister, are being denied an expert defence, a foreign legal team, including Lord Gifford QC, has appealed against the Grenadian High Court's refusal this week to allow British lawyers to represent the accused.

"Grenadian lawyers will not act for the detainees," Lord Gifford told *The Times* yesterday from Grenada, after the 18 suspects charged so far had appeared handcuffed in a heavily-guarded court on Wednesday as an angry crowd of 600 outside chanted: "Hang them all," and "murderer, murderer."

Grenada's lawyers fear being associated with the views of the accused, the British barrister said. Thirty-eight men and women are being held in Richmond Hill prison in connexion with last autumn's coup and the murders of Bishop, three of his ministers and four officials.

Seven former members of the Army are charged with the murders, while others are charged with conspiracy under a 1980 terrorism law.

Those accused of conspiracy include Mr Bernard Coard, the former Deputy Prime Minister and Bishop's rival. Their cases stand adjourned until April.

All 38 detainees are being represented by Miss Jacqueline Samuels-Brown, a Jamaican lawyer who under Grenadian law is permitted to practice in Grenada. The High Court has ruled that this law implicitly excludes non-Caribbean lawyers from acting in the island.

The Appeal Court will not hear Lord Gifford's appeal against this ruling until May. In the meantime, Lord Gifford said, the prison governor, Mr Lionel Maloney of Barbados,

Hint of solution to Cambodia problem

From David Watts, Bandar Seri Bagawan, Brunei

Vietnam now appears as eager as the countries of the Association of South-East Asian nations (ASEAN) to get out of the Cambodian dilemma.

But Hanoi has yet to show its hand, according to General Benny Mardani, Chief of Staff of the Indonesian armed forces who recently visited Vietnam.

The principle clue that Hanoi may be ready to consider an accommodation is that the Vietnamese Army has not launched its annual dry-season offensive against the Cambodian resistance this year. The attack usually comes as soon as the monsoon rains cease and the battlefield advantage swings to conventional tactics.

The Vietnamese have held back in spite of some striking operational successes claimed by the Khmer Rouge in recent weeks, including the taking and temporary holding of two towns in Battambang province.

General Mardani, who has visited Vietnam in the past as the personal emissary of President Suharto, said that he did not consider Vietnam a threat to South-East Asia, the cornerstone of ASEAN's demand for the withdrawal of Vietnam's 180,000 troops has always been that its presence in

The Brunei party to end all parties

From Our Own Correspondent
Bandar Seri Begawan, Brunei

Not since the fantasies of The Arabian Nights has there been anything quite like it. In a 350-acre palace, more than 4,000 guests celebrated independent Brunei's first National Day last night with a banquet to match the scale of the gold-domed building.

After a day in which he was treated as Brunei's most important guest out of government representatives, the Prince of Wales joined Kings and presidents from Malaysia to Pakistan in a celebration which is unlikely to be repeated.

Royalty and heads of state sat amid the palace's 16 acres of marbled halls, with the lesser luminaries outside in warm breezes, for the high point of Brunei's multi-million-pound national party. Thirteen vast crystal chandeliers hang over the top table where the Sultan, Sir Muhamad Hassanal Bolkiah, marked the re-emergence in



Solemn moment: The King of Brunei and the Prince of Wales at the celebrations.

full independence of the 400-year-old sultanate.

The day began early at the National Stadium. Journalists covering a rally of the majority of the tiny country's population had to leave their hotels at 4.30 in the morning.

Prince Charles, in a grey suit and cream tie, took his place to the left of the Sultan, as the honoured guest though, strictly speaking, in Brunei's complex

four-tier protocol system he was out-ranked by the King of Malaysia to the Sultan's right.

The Prince sat next to Pengiran Haja Mariam, the second of the Sultan's two wives, an attractive former air hostess in rich green Malay dress. She excitedly pointed out some of the finer points of the display, which was watched by about 50,000 Bruneians.

But the Sultan had another

surprise. Not only did every senior foreign visitor have the use of a Rolls-Royce from the Sultan's personal stable of 110 cars, but he appeared in his latest acquisition from Derby, a long-wheel-base Rolls-Royce with six doors.

But then the Sultan did not have to pay the price. This year the Sultanate will earn about £3 billion in oil and gas revenues and spend half of it.

President makes appeal for peace in Punjab

From Kuldip Nayar
Delhi

President Giani Zail Singh opened the joint session of the Indian Parliament yesterday with an appeal to the people of Punjab to restore normality and peace as the death toll in violence since Tuesday rose to 28.

Fourteen people were killed in Punjab yesterday, partly in retaliation for six killings in

the neighbouring Hindu-majority state of Haryana.

The Indian Cabinet has met twice in the last five days to take stock of the situation. What began as the stray killing of a Hindu at the hands of an extremist Sikh in Punjab has developed into an open Hindu-Sikh conflict in parts of Punjab, spilling over into Haryana where Hindus are taking revenge on the Sikhs.

News agencies say the Army is being consulted by both states with a view to restoring peace. Mrs Indira Gandhi, the Prime Minister, has told members of her party that the Government would not allow anyone to use a place of worship for stockpiling arms and harbouring people wanted by the authorities.

Mrs Gandhi has said that there are reports that Sikh extremists seem to be getting the upper hand.

David the 'bubble boy' dies after two weeks of freedom



David, the 12-year-old boy who spent almost all his life in a germ-free "bubble", has died in hospital in Houston, Texas.

He was born with no immunity to disease, and died on Wednesday night of complications

apparently caused by a transplant of bone marrow last October from his sister Katherine, aged 15.

David was released from his sterile quarters two weeks ago. He had fallen ill for the first time in his life and needed special treatment for fever.

He then suffered intestinal bleeding and a stomach ulcer. His condition became critical after

fluid had to be drained from around his heart and lungs.

He was known only as David to protect his family's privacy, and spent most of his life in Houston's Texas Children's Hospital.

In recent years he was able to live at home in a specially sealed room where he had school lessons over closed-circuit television.

Basque election challenges González policies

From Richard Wigg, Vitoria

In the Basque country, February is proving a cruel month for Spain's 14-month-old Socialist government. The unexpectedly long honeymoon is over as a general election in this stubbornly autonomous region on Sunday challenges the Gonzalez government's handling of a severe local economic crisis and of the endemic terrorist problem.

While Madrid puts overriding emphasis on combatting ETA, Basque opinion is clearly more worried by the depression. Proportionately, three times more jobs were lost here in an eight-year period than in Britain. Unemployment is running at more than 20 per cent and the figure will rise further if central government plans to restructure the Basque region's big industries such as steel and shipbuilding get under way this year.

The job shedding has aggravated the divisions between native-born Basques and the rest of the population. Exacerbated nationalism provides an additional ugly element to a bitterly fought campaign. ETA alone benefits from the depression to which it still widely levied "revolutionary tax"; on Basque businessmen has significantly contributed.

Facing unkept election promises

Triumphant in the national election on the slogan promising the creation of 800,000 jobs throughout Spain, the Socialist Party now has to present itself with such unkept promises.

Facing José María Benegas, their rigid and not very inspiring leader in the Basque country, is Carlos Garaicochea, the smiling and astute chief minister in the outgoing Basque autonomous government.

In the past four years the middle-of-the-road Basque Nationalist Party (PNV) which he leads, has recreated the apparatus of an autonomous government lost by the Basques at the end of the civil war.

General Mardani has invited the Vietnamese to appoint a military attaché in Jakarta, and called on his Vietnamese counterpart, General Van Tien Dung, to visit Indonesia.

Spain gives Verdi's Don Carlo a reprieve

From Richard Wigg

Spain's bureaucracy has been obliged by public outcry to relent and allow Verdi's opera *Don Carlo* to be staged this summer with a star cast at the Escorial, the sixteenth-century royal palace and monastery built for King Philip II.

The highly unfavourable portrayal of the king, and his relations with his son, Don Carlos, caused the official body supervising all the royal estates to rule last November that staging the opera at the very site where the king had lived would be "unseemly". It would only contribute abroad to the so-called "black legend" of Spanish history, they maintained.

After suffering weeks of ridicule the body, whose chairman is the Marquis of Mondariz, the head of the royal household, relented at an emergency meeting on Wednesday night. They evidently realized that the previous stand was itself reviving past images of an obscurantist Spain.

If things go well, the Spaniard José Carreras will sing the title role in July in a production directed by Franco Zeffirelli, with the orchestra and chorus of La Scala, Milan conducted by Leonard Bernstein. Spanish state television hopes to sell the filmed opera afterwards around the world. One problem the organizers have apparently overlooked is that the exact site, the royal patio presents serious acoustic problems.

Verdi's libretto is based on the Schiller's play, which highlights all the key elements of the black legend about Spain – besides the king himself, the Inquisition and the freedom struggle in Flanders with which Don Carlos is portrayed as sympathizing.

El Salvador election

Colonels accused of influencing voters

From John Carlin, San Salvador

Salvadorean Army colonels have been accused of giving explicit directives from the Armed Forces High Command to stay out of politics and using their power to influence the outcome of the Presidential election on March 25.

Leaders of El Salvador's biggest labour organization, the Popular Democratic Unity (UPD), which has 500,000 members, made this accusation on Wednesday, noting that officials had been ordered by the Armed Forces Chief of Staff – in a break with Salvadorean tradition – to keep their political views strictly to themselves during the electoral process. Labour spokesmen said at least five colonels were allegedly disobeying these instructions.

Independent political sources and labour spokesmen named Colonel Rolando Ramos, who is based in San Salvador and a committed supporter of Major Roberto D'Aubuisson's right-wing Republican Nationalist Alliance (Arena).

Christian Democrats in Zaca-tecolula say that local people have been intimidated by the colonel against voting for their candidate, Señor José Napoleón Duarte. "More than anything else the Army is anti-Christian Democrat", Dr Guerrero said.

Some officers against whom evidence of political participation has been collected are supporting Arena, but the Christian Democrats are almost universally reviled among the military because of the fear that Señor Duarte will carry our a purge in the manner of President Alfonso Pérez in Argentina, if he comes to power.

There is evidence, too, that

Cardinal Sin speaks out

Marcos warned of bloodshed threat

From Keith Dalton, Manila

The Philippines' Primate, Cardinal Jaime Sin, yesterday warned President Marcos that he risked nationwide violence and bloodshed if he did not agree to the conditions demanded by the opposition before they would contest May's elections for the National Assembly.

The united opposition's six-point proposal, issued last month, "to ensure free and honest elections" would strip Mr Marcos, who is 66, of much of his autocratic powers.

The opposition is also demanding wide-ranging electoral reforms (some of which have been granted) and a general amnesty for an estimated 900 political prisoners.

These demands are reasonable and within the power of Mr Marcos to grant, Cardinal Sin told a Rotary Club luncheon.

He said every Filipino had a right to clean elections, and to demand that this right was to commit an injustice.

"If we do not solve this problem through the ballot, I am just too afraid that we might solve it through violence. I would not like to see blood running in our streets" he said.

Cardinal Sin called on the people to vote in the elections despite a boycott call by some opposition groups after Mr Marcos failed to agree to their demands by February 14, three months before polling day.

76 saved from oil rig in Atlantic

From John Best

Ottawa

The 76-member crew of a drilling rig was rescued from lifeboats in the North Atlantic yesterday, after being forced to abandon the platform late on Wednesday night.

El Salvador election

Colonels accused of influencing voters

From John Carlin, San Salvador

Officers were accompanying him on electoral campaign trips around the province. "We have close ties with the *comandantes*", the Mayor, said. He is a 14-year veteran of the PCN, a party of the Salvadorean establishment with a more restrained right-wing stance than Arena.

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There is evidence, too, that

Arena is losing support among previously loyal military men

following a D'Aubuisson victory

in the left-wing guerrillas and

destroy the army as an institution.

The PCN is consequently emerging as a serious competitor for the right-wing vote.

Cameroon trial

Yaoundé (AFP) - Former Cameroon President Ahmadou Ahidjo is one of three people accused of plotting against the state in a trial which opened here. He is being tried in absentia, but two aides accused with him were in court.

Argentina's former air chief faces arrest

From Douglas Tweedie

Buenos Aires

Brigadier Lami Dozo, the former commander of the Argentine Air Force, faced probable arrest yesterday as he went before the Supreme Council of the Armed Forces to give evidence on his role in the Falklands War.

His arrest would complete the detention of the members of the military junta which ordered the invasion of the Falklands on April 2, 1982 and set off the 14-week war which left more than 800 Argentine soldiers dead.

On Wednesday the Supreme Council ordered the arrest of Admiral Jorge Anaya, the former Navy commander, who was one of the early advocates of the invasion, but kept virtually all the Navy's ships out of action for fear of attack by British nuclear-powered submarines after the sinking of the cruiser General Belgrano.

Admiral Anaya was being held yesterday at the Navy Mechanics' School in Buenos Aires, a site believed to have been used as a secret detention centre by the Navy during the military's campaign to eliminate left-wing dissidents in the 1970s.

The former President, General Leopoldo Galtieri, the third member of the junta which ordered the invasion, was arrested by the same military court on Tuesday, and is being held at the Campo de Mayo Army base on the outskirts of Buenos Aires.

The Supreme Council is court-martialling General Galtieri, Admiral Anaya, Brigadier Lami Dozo and 11 other officers for their part in the ill-fated war, after a special military commission accused them of negligent planning, inadequate preparation and military bungling once the fighting began.

Although the court's proceedings are secret, a military source said it could reach a verdict in the cases of the three junta members between two weeks and a month from now.

The arrest of General Galtieri and his top commanders is simply a "preventive measure", the source said, based on a presumption that they are guilty of at least some of the crimes of which they are accused.

Possible delays in the Falklands War trials could arise from the fact that the Supreme Council, made up of three representatives each from the Army, Navy and Air Force, is already trying 10 senior military officers accused by President Raúl Alfonsín of responsibility for human rights atrocities under the military regime which stepped down last December.

Proceedings have already begun in the human rights trial, and the nine members of the first three military juntas to hold power (including General Galtieri) have been notified of the charges against them.

from the drill hole, often causing fire and destruction on the rig.

The rig apparently stayed afloat. After a chilly night in two enclosed lifeboats, the crew were taken aboard supply vessels in the vicinity.

SPECTRUM

THE TIMES

GUIDE TO THE US PRIMARIES

Godfrey Hodgson traces changing fashions for primaries and caucuses in American elections and identifies (below) key dates and developments

The rise and fall of the presidential primary

The result of this week's Iowa precinct caucuses does more than establish Walter "Fritz" Mondale as the favourite to stand against Mr Reagan in November for the Democratic Party. It also illustrates how the complex rules for choosing presidential candidates are constantly changing under the twin pressures of campaign strategy and the voracious need of the press and television for a new story.

Mr Mondale won almost 50 per cent of the votes on Monday night in Iowa, not in a primary election – though you might be forgiven for thinking so – but in a souped-up version of the device which primaries were invented to replace in the early years of this century: the caucus, or party meeting.

American presidential candidates are chosen by the two major parties at their nominating conventions. The convention delegates will be chosen over the next four months by two basic

methods, each of which has many variants.

In some states, they will be chosen in caucuses; in others they will be chosen in primary elections by either all voters in the state or all registered voters of each party. And the system has now spawned a hybrid between the caucus and the primary.

Primaries were first introduced in the Progressive Era of reform, in the early years of this century, as a way of making the choice of candidates more democratic (small d) and of breaking the power of the party bosses.

By the 1950s they were thought of as slightly quaint and old-fashioned. Harry Truman, Adlai Stevenson and Hubert Humphrey all had some contemptuous things to say about them.

The primary was revived by the political charisma of John F. Kennedy, and by the attention his 1960 cam-

paign attracted in the media. Most of all, it was the lush prose of Theodore H. White, in his best-seller, *The Making of the President 1960*, that created a primary.

The two primaries that mattered for Kennedy in 1960 were in Wisconsin and in West Virginia. The great question about Kennedy as candidate was whether the American voters were ready to accept a Roman Catholic president.

The Wisconsin primary was ominous for Kennedy because, although he won, he did well in districts with many Catholics and poorly in the strongly Protestant areas. So Kennedy had no alternative but to campaign frontally on the religious issue in West Virginia, where 95 per cent of the voters were Protestants. He did, he triumphed, and he went on to lay to rest the idea that a Roman Catholic could not lead the country.

For the next 20 years primaries looked like the modern, democratic way to choose delegates to the party conventions. Compared to caucuses, which were generally portrayed as sordid, old-fashioned and boss-ridden.

Then along came Jimmy Carter. He had a different point to prove: as a Southerner he needed to show that he could have national as well as merely regional appeal. No one from the Deep South had been president since the Civil War except Lyndon Johnson.

New Hampshire was not promising for Carter, and several of the next primaries in the calendar were in the South and would prove nothing. Yet Carter needed flying start. So he and his young campaign strategist, Jim Jordan, hit on the idea of treating the Iowa precinct caucuses, before the New Hampshire primary, as if they were a primary.

Several thousand Democratic loyal-

ists would meet in every precinct in the state and choose their delegates to the convention. Carter quietly met them and put himself across. National newspapers such as the *New York Times* and *Washington Post* reported what he was doing. So when he came and easy first in the precinct caucuses, the television cameras were there to record it as a major political event.

It was the end of 20 years when primaries had been the focus of media attention. After 1960, and especially after 1968, they had grown rapidly in number. The latter years produced perhaps the most exciting primary campaign of all, with both Eugene McCarthy and Robert Kennedy challenging the incumbent President Johnson in the primaries, not to mention Hubert Humphrey, the eventual candidate, who did not run in any primaries, or George Wallace, who ran as a third-party candidate.

After that, the number of states holding primaries grew quickly. There were 23 in 1972, 30 in 1976, and 31 in 1980. Four years ago, many political scientists might have predicted that by the end of the century virtually all convention delegates would be chosen in primaries.

But this year the number of primaries is down, to 26, and the number of caucuses is up, to 25. The number adds up to 51 because the District of Columbia counts as a state for this purpose.

Few caucuses will attract as many participants as the 84,000 who took part in Monday's Iowa decision. At that rate of participation, the difference between a primary and a caucus, once seen as antithetical, had almost withered away. It is just one little example of the influence the media now have on the American political system.

COUNTDOWN TO THE CONVENTIONS



Primary revival: John Kennedy capturing the Democratic nomination in 1960

The most important function of the primaries that begin with the vote in New Hampshire on February 28 is the self-evident one: to enable candidates to accumulate delegates committed to vote for them at the conventions. With Reagan assured of the Republican nomination, all interest will be focused on the Democrats.

But delegate-hunting is not the only purpose of the primaries for the candidates. There are plenty of other points to watch in the results between February 28 and the last primaries in California, New Jersey, New Mexico, South Dakota and West Virginia on June 5.

Coalitions

The Iowa result would seem to have almost completely eliminated the former astronaut, Senator John Glenn of Ohio, previously thought to be Mondale's strongest rival. However, three liberal candidates, Senator Gary Hart of Colorado, former senator George McGovern of South Dakota, and Senator Alan Cranston of California won 34 per cent of the votes in Iowa against 49 per cent for Mondale.

If two of these candidates were to drop out, the survivor would inherit most of their support. So watch out for coalitions of candidates and for candidates dropping out. If, say McGovern and Cranston were to drop out, leaving Hart as the liberal standard-bearer, Mondale's position would be transformed: instead of being the champion of the left of the party against the conservative Glenn, he would find himself willy-nilly as the more conservative candidate.

Gender gap

Early results will confirm whether or not Reagan is handicapped as much as polls have suggested by the "gender gap". In January 1981, when

Reagan became president, 54 per cent of men approved of him, according to the Gallup Poll; late last year his approval rate with men was still running at just over 50 per cent. Women were more likely to disapprove of him, and they are now far more hostile: only 42 per cent women approved of him in late 1983, as against 48 per cent in early 1981.

The reason for Reagan's unpopularity with women, it appears from the polls, is not so much his attitude to women's issues (although the highly publicized resignation of a woman responsible for reviewing gender-discriminatory legislation in the Justice Department last year was only one of many incidents which have infuriated women's organizations). Women are more likely to be critical of the President because they oppose the President's military policies, and because many of them have been hurt by the administration's economic policy.

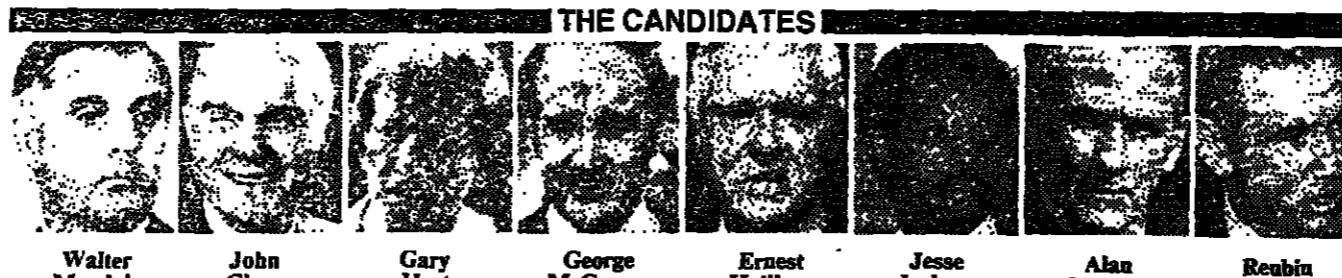
Predictions

Candidates in primaries (and those caucuses notified by the media) are judged not only in absolute but also in comparative terms: in other words not only by what proportion of the

vote they get, but also by whether they have done better or worse than predicted. In 1968, Eugene McCarthy did not win more votes than President Johnson. But the fact that he came so close and did far better than expected helped to put Johnson on the slide that ended with his withdrawal after another disappointing showing in Wisconsin. So how the media report a candidate's performance has a crucial influence on his standing, and therefore on his ability to continue to raise money for television advertising and other necessary expenditure.

Reform?

In the recent past there has been much criticism of the long drawn-out primary calendar. Critics argue that it favours well-financed candidates and gives them an unfair advantage, and suggest that there should be



THE CANDIDATES

Tomorrow

START THE WEEKEND WITH THE PAPER THAT INFORMS, STIMULATES, AMUSES AND PROVOKES

● Waiting for the word: Bryan Appleyard watches Samuel Beckett at work



● Fortunes at stake: A glimpse inside London's gambling world

● Pilgrimages: Prayer wheels in Tibet; gastronomy in the Basque country

● Sport: Preview of rugby's John Player Cup

PLUS: News from home and abroad; Family Money on taxation and the single parent; review of classical records; a critical guide to the week's arts; Values: Eating Out; Drink; In the Garden; Bridge; Chess and the prize crossword

Can you always get your copy of The Times?

Dear Newsagent, please deliver/save me a copy of THE TIMES

Name _____ Address _____

Willst be discreet, not standing with the light behind?

moreover... Miles Kington

You may have read in the newspapers that Prince Andrew has got a new girl friend, you probably thought to yourself at the time: I see that Prince Andrew has got a new girl friend. Or perhaps you thought: I wonder if there's any proper news in this damned newspaper. What you almost certainly didn't realize is that behind such a brief announcement lies an exhausting amount of royal ritual and ceremony, which must always take place the same way.

It starts with the age-old exchange between prince and proposed girl friend, which goes like this:

Prince: Willst thou be my girl friend?
Girl: I willst.
Prince: Dost promise to be discreet? To smile at the press? Not to stand around in thin dresses with the light behind?
Girl: I do.
Prince: Canst come and see my Mum some time next week?
Girl: Canst.

Prince: I now pronounce us prince and girl friend.

Girl: What about the bit about my not seeing your letters to the press?

Prince: That's the spirit. Well, I'm just going to take (*here he shall use her name again*) for a spin in a helicopter.

Queen: Don't be late for dinner. Charles and Spike Milligan are dropping in again.

The prince then takes his new girl friend to see his mother a

Palace. There is a rather touching ceremony at the entrance.

Guard: Who goes there?
Prince: The prince.

Guard: The prince and who?
Prince: The prince's girl friend.

Guard: Advance, girl friend, and be recognized.

Prince: She's new, actually.

Guard: Blimey, it's all go round here.

The prince will then take his friend upstairs, unless this takes place at Sandringham, in which case they shall both don gum boots and go out into the kitchen garden or stables. Leading the girl friend by the hand, the prince shall then say:

Prince: Hello, Mum, this is (*here he shall use her name again*)...

Queen: I am pleased to meet you. How long have you been doing this sort of thing?

Prince: Mum! Please – we're not touring a factory now. Where's Dad?

Queen: I believe he's writing an introduction for a book about wild life.

Prince: That's the spirit. Well, I'm just going to take (*here he shall use her name again*) for a spin in a helicopter.

Queen: Don't be late for dinner. Charles and Spike Milligan are dropping in again.

The prince then takes his new

girl friend up in a helicopter loaned by the R.N. where he shall turn to her and say:

Prince: I think she really liked you. You could tell by the way she let you help brush the dogs. Do you see those people in the potato field down there? They're photographers from the Sun. Did you know the Sun has more people covering Sandringham than the rest of the world put together? So Dad says...

Girl: I'm sorry, I can see your lips moving, but I can't hear a single word in this helicopter.

Prince: What?

The final part of the ceremony is known as Meeting the Press. This takes place outside the girl friend's home at 8.15 am, when she leaves for work. When she opens the door, the press shall say:

Press: Blimey, girl, you took us by surprise, can you just go in again and then come out once more? Big smile, that's the way.

Press: You. How long have you been doing this sort of thing?

Prince: Mum! Please – we're not touring a factory now. Where's Dad?

Queen: I believe he's writing an introduction for a book about wild life.

Prince: That's the spirit. Well, I'm just going to take (*here he shall use her name again*) for a spin in a helicopter.

Queen: Don't be late for dinner. Charles and Spike Milligan are dropping in again.

The prince then takes his new

girl friend to see his mother a

more, that's it, now one more for luck.

Girl: Goodness – is it always like this?

Press: Fraid so, love.

The girl friend then goes to

work looking very thoughtful, reflecting that it's all going to be harder work than she thought, but that at least she's going to get the chance to meet in person people like Spike Milligan.

CONCISE CROSSWORD (No 276)

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FRIDAY PAGE

Not drinking can be the devil

COMMENT

George Orwell was really warning us about the totalitarian state — for the last few weeks it has hardly been possible to switch on the television set, or open a newspaper, without coming across someone discussing his or her drink problem.

I used to think that as long as you could walk straight 95 per cent of the time, there was no need to worry. Now, apparently there is a whole new drink theory. It all depends on how frequently you drink rather than on whether you are drunk or sober. If people think they have a drink problem, why don't they give up completely? Counting the glasses like calories is surely the quickest way to a neurotic obsession with the stuff. The answer, of course, is that not drinking at all is a serious social handicap.

I have been married to a teetotaller for nine years, and even people who knew my husband long before he met me still ask him, "don't you ever drink?" They don't say that to non-smokers. Other manifestations of a virtuous lifestyle, such as jogging, giving up fags, doing aerobics, meet with approval.

My husband usually causes far more inconvenience at a social gathering than any drunk. Dinner hosts tools up to produce any cocktail known to man are thrown by a request for water, or something soft. "You can't just have that," they say, commandeering the kids, squash or coke and decking it out in ice-lemon and a cherry to look "grown up". Diner is half an hour late while a search party is sent out for the Perrier.

My husband doesn't drink, because he doesn't like the taste of alcohol and can live happily

without the effect. People find it hard to fathom. "Why don't you approve?" they ask aggressively. The other favourite question is, "Is it for medical reasons?" I have discovered that there are all kinds of unmentionable diseases for which the cure involves temporary abstinence from the bottle. Then there is the scientific research, apparently reported in all the newspapers, which proves that those who drink live longer than those who don't.

The admission that he is both a teetotaller and a Fleet Street journalist usually produces the biggest laugh of all — clearly it is a self-imposed penalty after a youth misspent on the floor of El Vino's. He only ever goes there to pick me up, of course.

Not drinking can cut you off from other people — the social fabric of life is steeped in booze. So is the language. "Come and have a drink" rarely has anything to do with thirst. It is usually an excuse for bit of intrigue and gossip out of office. Occasionally it seems "I am thinking of firing you", perhaps that is why my beloved has remained in gainful employment for so long. Even more occasionally it means "I am thinking of promoting you" — alas we seem likely never to know.

When we first got married he went to parties with me. Now he usually stays for half an hour then goes and leaves me to enjoy myself while he looks for somewhere to sit and watch Match of the Day. Ironically, usually the nearest pub.

Maggie Drummond

MEDICAL BRIEFING

Breathless speculation

Kremlin watchers have diagnosed Mr Chernenko's shortness of breath and persistent cough as being due to chronic bronchitis and emphysema. Chronic bronchitis results from the persistent inflammation of the tubes leading to the lungs so that the tubes often become clogged with pus and mucus. Airway obstruction is further increased by spasm in the wall of the tubes. Emphysema, which causes symptoms in 15 per cent of elderly men, is the term used to describe the breakdown of the walls between the sacs in spongy lung tissue, so that the airspaces, the holes in the sponge, become enlarged with a consequent reduction in the lung surface available for taking up oxygen from the atmosphere.

Few would argue with the likelihood of the television commentators' diagnosis, but

Mr Chernenko is 72, chronic chest disease, with the possible risk that it may lead to heart failure, is only one of the many considerations which would have to be taken into account when assessing probable longevity.

Those who watched Mr Andropov's funeral may have been misled as to the true extent of his successor's breathlessness, for, as the Russian leader is known to have a profound dislike for public speaking, the tension and anxiety induced by this occasion would exaggerate it.

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Leaders and laggards

Much interest has been aroused by the result of the Marplan opinion poll published in *The Guardian* yesterday, which gives Labour a 1 per cent lead over the Conservatives. This seems to show the Tories have taken a sudden dive, since just a week ago a Gallup poll in the *Daily Telegraph* gave them a 9½ per cent lead over Kinnock's men. There is much talk of banana skins: the VCHO imbroglio, Mark Thatcher's business affairs, the *Panorama* report on right-wing infiltration, and so on. But the small print tells a different story. The acute observer will note that Gallup (Tories 43, Labour 33½) and Marplan (Tories 29, Labour 40) carried out their surveys at precisely the same time, between February 8 and 13 – apparently it takes Marplan a week longer to process the data. Which seems to tell us rather more about opinion polls than about the state of the parties.

TALK OF ROLLS leads naturally to the by-election, and John Connell, chairman of the Noise Abatement Society, wishes to make it known he is not the Peace candidate John Connell at Chesterfield. He seems to want a quiet life, but in different ways.

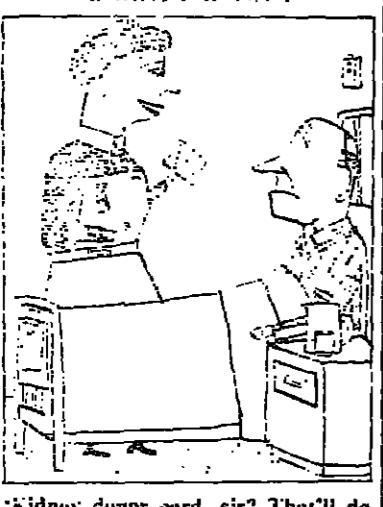
Cover ...

James Hassell, the insurance underwriter, has personal experience of the confusing jargon in insurance companies' proposal and claim forms, about which he complains in a report this week. Hassell says he had to telephone his car insurers to find out what they meant by one question when he was renewing his policy. On another note, from the complaints he dealt with last year, he offers the following guidance: "Putting one's foot through the ceiling of one's house is no damage by animal impact."

... STORIES

From Lloyd's, meanwhile, comes the tale of a broker's novel method of insuring his luxury home and contents. He gets a Lloyd's underwriter to accept the risk for a premium of £1,100 then "forgets" to enter details of the transaction. This ensures that in a trouble-free year he pays nothing for his cover. If, however, he incurs a loss of more than £1,100, he immediately pays the premium and then claims. He has been doing this for years, but, alas, all good things come to an end. Whether the gentleman doesn't know yet he has been rummaged.

BARRY FANTONI



Kidney donor card, sir? That'll do nicely'

More like bunkum

Winston Churchill's wartime bunker will clearly be London's star tourist attraction this year. Outside the bunker entrance at the corner of King Charles Street near Clive Steps, a serpentine sequence of nine low stone walls is being built on the pavement for the purpose of controlling the crowds expected to file through the war rooms and Churchill's private office and bedroom. The refurbished bunker, on which some £2m has been spent, is due to open on April 6. Visitors hoping to sense Churchill's shade, however, may be disappointed: Only 115 of the 1,125 meetings of the War Cabinet were held in the bunker, and as far as researchers can determine, the great man actually slept there just three times.

Sir Edward Elgar, the BR locomotive to be ceremonially named tomorrow, is a reincarnation, it seems. Jeremy Clarke, of Chiswick, tells me the Western Region engine "Lamphey Castle" was renamed "Sir Edward Elgar" in 1957 to mark the centenary of the composer's birth. That was back in the steam age, of course.

Royal runner-up

Sought after by two octogenarian great ladies, the composer Carl Davis has had to cancel a date with one of them. He was to have appeared before the Queen Mother next week at the Odeon, Leicester Square, for the first public performance of his score for the film *Chapman*, the true story of jockey Bob Chapman's battle against cancer. Then came a summons from the actress Lillian Gish for Davis personally to conduct his music for a screening from *Up Town East*, to be shown at an American Film Institute ceremony for Gish in Hollywood next Thursday. Davis, who wrote the accompaniments for the Gish films *Broken Blossoms* and *The Wind*, shown in Britain last autumn, chose Hollywood. "It's time the Americans got a glimpse of what we're doing with silent films," he said. Unfortunately, he recently slipped a disc and had to put the finishing touches to his music in bed, "like a crab turned on its back". Ah, the price of fame.

PHS

Edward Norman on the state's bequest to the modern church: democracy, collectivism, secularism – and bureaucracy

Four wrong roads to God

Christianity has always taught that the state is a divine institution, whether it is pagan, as in the first centuries of Christianity, or is related to Christianity, as in most of European history subsequently. It is an odd feature of contemporary church life in Britain that its leaders, noted for declaring a conviction that Christianity must be involved with politics to express the Founder's insistence on love of neighbour, are sceptical, to say the least, about identifying the modern British state as a divine institution.

To do so would doubtless offend against their acceptance of social pluralism and their desire to appear as critics of the existing economic order. It would remind them also of something they would evidently rather forget – the long history of Christian support for traditional social authority. The modern church sees itself as a church of the poor, as a yeast to leaven social opinion, as a conscience to which the world can turn when it seeks a moral view of its purposes. It does not any longer regard itself as the spiritual dimension of the state, as the organized basis of the state's moral sense.

There is a paradox, however. Although the state has continued to advance into something approaching real secularism, the churches, while articulating their distance from it, are actually as closely related to the values and practices of government as they have been in the past.

The modern state in Britain may be characterized under four descriptions: democratic and representative; bureaucratic; collectivist; and secular. The churches have absorbed the ideals and practices of each of these. The overall result is a quite extraordinary harmony between the ideals and practices of the churches and the practices of the state and government.

Modern churchmen see themselves as "challenging" the modern state over some of its policies – over immigration or nationality laws, for example, or over the level of financial aid to the developing world. In reality these "challenges" tend to derive from piecemeal political objections to individual acts of particular parties within government, and amount to little more than a partisan involvement in the operation of the constitution.

The extent to which the church has associated itself with the democratic process is revealed in the sympathy shown by Christian bodies in England for overseas revolutionary movements seeking what are intended to be "democratic" systems of government. It was revealed, more closely perhaps, in the vote at the November 1983 session of the General Synod of the Church of England in favour of proportional representation (re-affirming a previous vote of 1978). There may be many good reasons for the nation to adopt proportional representation for its elections, but it must be difficult for anyone outside the church to see what special insights of the Gospel distil into this constitutional refinement.

In the synods it is the influence of the episcopate which has most suffered – effective powers of decision now usually going, not to the assembled laity or the lower clergy, but to the new bureaucracy attached to the permanent offices of the General Synod. The whole emergent pattern exactly parallels the country's secular political arrangements.

The bureaucratization of the churches is a development closely related to governmental changes. There are two major differences, however. First, the machinery of state has expanded with the growth of the state itself in its spheres of responsibility and action. The machinery of the church, on the other hand, has grown at a time when the church has been in noticeable decline, and when its area of social action has radically

diminished as the state has succeeded to its former functions.

The second difference is economic. Quite a large area of state expansion has occurred around the agencies of financial administration; but much of the Church of England's finance is in the hands of a state body, the Church Commissioners, and the accumulation of ecclesiastical bureaucracy has not especially reflected the need to coordinate financial enterprise.

Bureaucracies have grown through their own internal expansion, in a classic model of existing staff promoting the case for the growth of their own activity. Although bishops head the leading boards of the General Synod, and are the central figures in the committees which manage other sections of the bureaucracy, their real powers are small.

There has grown up, and that quite rapidly, a class of Anglican administrators – with counterparts in the other churches and in the British Council of Churches – who exert enormous influence, but whose relationship to the General Synod, in the sense of being under its effective direction, is slight.

It is scarcely an exaggeration to say that for the last 10 years the agenda of the church has been set, and the atmosphere in which it has undertaken its tasks contrived, by a small body of permanent officials in the central agencies of the ecclesiastical bureaucracy.

One of the signs of this – and it pervades the entire church today – is a preference for pragmatism rather than principle as the basis of collective action. In one sense this is merely a continuation of the long English tradition of empiricism in political management, of a liking for policy founded upon expediency rather than articulated ideology. But

Collectivism is the third feature of the modern state I have identified. Here the most striking aspect of the church's response is an adhesion to the ideology of collectivism; to the expression of moral concern in collective terms; to the equating of

moves) is a popular sport in France. That gun is then all too easily used for alternative purposes. Like shooting indiscriminately at children playing at the foot of a block of council flats because they are making too much noise; or shooting demonstrators who are blocking your way, as happened at a lorry drivers' blockade outside Paris earlier this year; or shooting blindly into the dark from your home at a suspected intruder, an act of "self-defence" which is condoned under French law in certain, fairly widely interpreted, circumstances.

The police seem much more ready, indeed all too eager, to intervene in street marches and demonstrations. They are a frighteningly provocative sight as they stand in their massed ranks on street corners, inhuman behind their visored helmets and riot shields, bussing with guns, batons, and tear-gas grenade launchers, which almost invariably will be used. But, without being over-cautious, it is almost a prerequisite of a successful demonstration that there is a clash with the police, for that ensures publicity for the cause.

We British tend to be over-impressed by such events because they are not the British way of doing things. But for the French they are an accepted part of their way of life and history; it does not mean that revolution is round the corner, though some may speak as if it were. It has something more to do with the fine balance between French

anarchic individualism, *chacun pour soi*, and their acceptance of a strong authoritarian state which is held ultimately responsible for everything.

One reason for the violence of so many industrial protests in France lies, ironically, in the very weakness of the unions. By contrast to their British counterparts, French unions are poor, badly organized, and often out of touch with their rank and file. Only a fifth of French workers are unionized and strike pay is virtually non-existent. Workers cannot therefore afford to indulge in long disputes. They have to exert a different form of pressure. That is why they tend to go in for the short sharp shock.

As it struggles to cope with France's worst economic crisis since the war, the present Socialist government may seem to be furloughing from one industrial dispute to another. But such disputes often last only a few days or even a couple of hours. Only 1.6 million days were lost because of strikes in France last year, less than a third of the number in Britain with roughly the same size of workforce.

And yet, the casual tourist to France sees relatively few real drunks, certainly no more than in any other country. The French, with the cafe bars and brasseries open all day and late into the night, do not go in for the heavy, incapacitating drinking bouts that the British, with their severely restricted pub licensing hours, tend to do. In France, drinking begins at breakfast time and continues at regular intervals throughout the day at a level which is containable for the purposes of fairly routine work but which can easily produce an explosive outburst under the slightest provocation.

Virtually everyone seems to own a shotgun because *la chasse* (which means killing virtually anything that

religion with communal action for social justice and social "compassion".

This is the sense in which it may be said that contemporary Christianity is becoming "politicized" – not because the British churches are particularly characterized by direct involvement with party politics (indeed, they are not) but because of the identification that is made between essential Christianity and collective concepts of moral responsibility, as applied to the conduct of the modern liberal state.

The modern church is scornful of individualism: hence its distrust of the present Conservative government. The experts in the bureaucracy and the bishops have characterized the present political leaders as exponents of individualism and critics of collectivism (which in a limited sense they are).

Examination of the secular qualities of the modern British state presents a sort of summary of some of the preceding features. For the churches have been undergoing a process of internal secularization, brought about by their own action, and there can be no doubt that their purpose in this is a desire to adjust to contemporary society.

It must be emphasized that the state is in all essentials secular. Many churchmen – and the Archbishop of Canterbury, in his recently-published collection of addresses (called *Windows on to God*) shows that he is among them – cling to surviving evidences of the formal establishment of the Church of England as proofs that the state is not yet secularized. They see a popular yearning for some kind of religious presence in public life and believe that, provided care is taken to achieve an equitable balance between the denominations, the churches will continue to minister to the state in some direct sense.

But by almost all the tests that can be applied to show the existence of confessional principles at work within political society, and in the operation of the constitution, the British experience at the present time shows itself to be secular. The key test is not the formal constitutional survival of a state church, but whether it is allowed a religious role in the political fabric. The Church of England clearly is not.

Parliament no longer consults the church when legislating on even the most obvious "moral" issues. The presence of the bishops in the House of Lords might be regarded as a form of consultation, but in practice the bishops do not act in the Lords as spokesmen for the church and for Christian morality. They speak as individuals.

These then, are four characteristics of the modern state which are moulding the identity and describing the practice of the church: democratic, bureaucratic, collectivist, and secular. The end result is a tendency for the churches to act more as moral agencies and propagandists for social reform than as the authentic vehicles of spiritual mysteries. This may also be a key to their continued decline. Many people simply do not find churches religious enough.

There is a general inclination to describe the nature of religion in terms of attainable ends. The modern collectivist state is all about salvation now. It is about contriving satisfaction in the lives of men through structural action to remove uncertainty and deprivation.

People expect religion to do something for them. They want it to give meaning to their lives, or to save them from depression, or to provide a fellowship or a sense of service. What is lacking is transcendence for its own sake, as a necessary feature of the awful majesty of God.

The author is Dean of Peterhouse, Cambridge. This is an extract from his LSE Suntory-Toyota lecture delivered in London last night.

for example, are appalled by British football hooliganism, punk gang violence, and our apparent propensity for mass murders like those committed by the Yorkshire Ripper.

Professor Gérard Vincent, sociologist and historian at the Institut des Sciences Politiques in Paris, says that French society functions within a framework of what he calls contained violence. "Certain behaviour may appear very violent, but it is actually being conducted according to a specific, subtle code," he says. "In a dispute such as the truckers, there is a consensus on the rules that have to be followed. Each side knows how far it can go. We are not British, we are a Mediterranean people with a Latin temperament and we have a higher limited tolerance of aggression and violence."

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But how does one tell when that unwritten code has been breached in a way that becomes unacceptable and threatening to society? Social and industrial unrest tends to go in waves, and France seems to be going through one of those waves at the moment: the car workers at the beginning of the year, the farmers, public sector workers and parents of pupils in private schools, now the truckers and the miners, who last week held their first national strike in 21 years, though only for 48 hours. Tomorrow it will be the steelworkers, and all the other groups whose jobs are being threatened.

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Virtually everyone seems to own a shotgun because *la chasse* (which means killing virtually anything that

comes to mind), set the world on six and seven, and if thou die a martyr, go to heaven.

The professional etymologists

derive the phrase from dicing and hazard the guess that it is a fanciful alteration of "to set on cinque and six," the two highest numbers on a dice.

Which goes to show that

professional etymologists are not

only spoilsports, but also cut out to be gamblers. The Billesden Version is much more fun. And this is not the year to raise a scruple of doubt against it.

Diana Geddes

David Watt

When morality and Mammon collide

Last weekend the negotiations that

have been going on between South Africa and Mozambique since the end of last year reached their climax in an orgy of satisfaction, if not goodwill, all round. This agreement represents (whether western liberals like it or not) the triumph of South African external policy in the last five years. The expedient of "destabilizing" the front-line states has already worked in practice in the case of Zimbabwe and is now, apparently, bringing about at least a limited détente between South Africa and Angola. The Mozambique affair makes the victory explicit. It is now shown, for all to see, that ideology gives way to power. These countries cannot escape from the strong gravitational pull of the South African sphere of economic and military influence and are therefore obliged, for the moment at any rate, to seek some kind of accommodation if they do not wish to pay an unacceptable price in penury and/or political disruption.

This is a genuinely significant development because it blocks for an indefinite period one of the main paths to change in South Africa itself. If immediate external pressure is now so easily checked, then, for blacks, the only hope of altering the balance of power lies in domestic resistance and eventually domestic violence. For the white South African the comfortable (and almost certainly delusive) moral will probably be drawn that there is now a virtually infinite period of time available for slow, peaceful change, or for no basic change at all.

For western governments the dilemma is now quite acute. What are we to do about South Africa? In the long run our interests are quite clear. They are, to put it brutally, that our trade and investment in South Africa should prosper but not at the expense of our even more valuable trade and investment in black Africa and in the rest of the Commonwealth. This implies that developments in South Africa should be such that (a) the even tenor of economic intercourse should not be interrupted by holocausts, bloodbaths and the like and (b) that we should not be obliged by UN resolutions and other pressures devised in black Africa to cut off economic links with South Africa on pain, say, of finding that all our assets in Nigeria are nationalized.

These requirements, fortunately, coincide to some extent with the morality of avoiding having to choose between black Africa and white lies in the kind of progress towards racial equality that will avert an eventual tragedy in South Africa and also appease the pressure of the other African states. Instinct and interest point therefore to a policy that will bring pressure for change to bear on the South African government. The difficult question, of course, is how much pressure.

On this point I find that opinion in South Africa itself has shifted quite significantly in the last four years. Black radicals still demand total economic sanctions by the West, irrespective of the consequences for their own people. But I sense that this enthusiasm is not quite so widespread as it was. Perhaps as wealth has spread, even to a very limited extent, in the non-white communities, these feel they have more to lose. The attitude of white liberals has also been modified – in this case mainly by the vivid demonstration in the case of Rhodesia of how incredibly difficult it is to make a trade boycott effective even in the case of a relatively unimportant economy (which of course South Africa's is not).

It is here, in my judgment, that we are at fault and South African accusations of hypocrisy are justified. It is admittedly hard to see a satisfactory substitute for our present Pecksniffian official policy of high moral disapproval and naked self-interest; it is, after all, in essence the policy of Mr Mugabe and President Machel. Nevertheless most British people go even further and, having pronounced an easy anathema upon South Africa, want the luxury of not having to think about it at all. This is an error, and not just a moral one. We are present in South Africa for better or worse and we are therefore obliged, in a sense, to protect our investment. We cannot do a great deal to bring about change in South Africa but we have an interest as well as a duty to do the most we possibly can; and if that forces us to face some unpleasant realities about our moral position, so be it.

Philip Howard

The dicey nature of precedence

We are at sixes and sevens with our quincentenaries this year. Quincentenary is the word preferred by etymological purists; but analogy insists on "cen" coming in somewhere. The College of Arms is about to celebrate the 500th anniversary of the heralds' first incorporation by royal charter of Richard III, and is already making territorial claims on our envelopes with its commemorative stamp. It may be trendy to sneer at the heralds as guardians of useless and snobbish lore. In fact, they are running a successful fund-raising campaign in the United States, and at the end of the year will present a quincentenary exhibition of heraldry in New York and other cities. I dare say, it will be called Quincentennial over there. They are serious scholars in a romantic, if somewhat narrow, field of history.



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CUSTOMS AND MALPRACTICE

Italian customs officers are working to rule, causing intense frustration and hardship to French lorry-drivers. The latter react with true Cartesian logic, by blocking the roads to all traffic, first around French ski resorts then throughout France, so as to put pressure on the French government. We live, after all, in a united Europe. M. Mitterrand, the French President, is currently in the European chair, and in that capacity this Monday he was visiting the Italian prime minister, Signor Craxi, in Milan: so he was able to tell him to get his customs officers back to work at the double.

Similar messages have been reaching Signor Craxi from Austria, which somehow manages to benefit from European unity without being a member of the EEC and so has more than 1600 lorries waiting on its side of the border for Italian customs clearance. And Signor Craxi cannot have been idle. Yesterday the Prefect of Turin ordered the Italian customs men to work normally; and one of the main unions involved announced that it was calling off its overtime ban. The inhabitants of the narrow Val d'Aosta are bracing themselves for simultaneous ignition of some ten thousand lorry engines. But France, meanwhile, remains paralysed. "The state does not negotiate under pressure," explains M. Jacques Delors, the French finance minister - whose colleague at Transport, M. Charles Fiterman, has been negotiating under intense pressure since the weekend.

Rather a lot of issues are raised by this affair, whose comic side is no doubt a good deal less

GETTING IT IN WRITING

Since late last year the British and Chinese negotiating teams have simply been describing their talks on Hongkong as "useful and constructive". This bland formula was given another airing yesterday, after the latest round of talks in Peking. But beyond such vague generalities the outlines of an agreement are starting to take shape. Barring unforeseen problems, the two sides can be expected to make a statement on the future of Hongkong, perhaps in the form of a communiqué, within the next few months.

It is safe to assume that the statement will combine some British acknowledgement of China's sovereignty over Hongkong with a Chinese commitment to preserve the character of the territory largely intact. But it will not, it seems, lay down in detail the manner in which the Chinese will put their commitment into practice. The Chinese themselves have said more than once that the future status of Hongkong will be enshrined in a basic law, or mini-constitution, embodying China's plans for an autonomous, self-governing zone, and that this mini-constitution will take quite a long time to draw up.

None of this will satisfy the five million or so people of Hongkong, most of whom are deeply distrustful of the Chinese Communists, and would prefer it if Hongkong stayed as it is today. But given the extraordinary nature of the Hongkong problem - the lease agreement under which Britain holds most of the colony, the complex interdependence of Hongkong and China - the British Government has had little choice but to seek a

... OH LIBERTY! WHAT CRIMES ...

Individual liberty would seem to be at its most secure here in the maturest of the western democracies. But the very thoroughness of its permeation of the British tradition has its dangers. People can be too casual about the ingredients which make up the whole, too complacent about its continuation in perpetuity. Freedom, as we must never forget, is conditional; and the necessary pre-condition is eternal vigilance.

The National Council for Civil Liberties which celebrates its half century this week, was set up to maintain that vigilance. Unfortunately its fiftieth anniversary does not inspire universal confidence that it has remained true to its tradition. This conviction does not come just from the libertarian right which itself can claim a long tradition, and is now enjoying some unprecedented respectability. The NCCL does not represent that kind of liberty, for sure; but it is seen as indiscriminately anti-authority in every sphere other than economics.

This week the NCCL announced, as part of its new "Liberty Campaign", an intention

visible to those now spending their fifth or sixth consecutive night by the roadside on the lower slopes of Mont Blanc. There are the specific grievances of both lorry-drivers (or lorry-owners) and customs officers. There is the question of the degree of mal-treatment the public must be prepared to put up with from this or that category of workers, however acute and justified the grievances involved. There is the variety of national cultures in this respect - ably explored, as between France and Britain, by our Paris correspondent on the opposite page. There is the general political and social situation illuminated, and perhaps affected, by these events in both France and Italy. Above all, there is the question: what sort of Europe are we living in, and why, in a customs union which for France and Italy has been in existence a quarter of a century, do we need customs officers at all?

The demand of the Italian customs officers to be increased in number, on the grounds that there are only four thousand of them whereas Germany has thirty thousand, is perhaps the one that will arouse the least sympathy among the European public: though one should bear in mind the length of the Italian coastline, and the fact that the common external tariff has presumably to be levied at the Swiss and Austrian frontiers. But there is surely something absurd and unacceptable about the fact that as Dr Karl-Heinz Narjes, the European Commissioner for the "internal market", pointed out in a speech at Chatham House last October, a road haulier carrying goods from Rotterdam to Naples, on top of his average 26 hours' driving

settlement within the bounds sketched out by the present, pragmatic leadership in Peking. Within these bounds there is still a good deal to be achieved. The British Government's first priority must be to ensure that the basic law, or whatever it is eventually called, that China draws up for Hongkong is as detailed and precise as possible, and is incorporated in a formal document signed and sealed by the British and Chinese governments - if not in the form of a treaty, then in the closest approximation to a treaty that diplomacy will allow. The reason for this is simply that throughout their thirty-four years in power the Chinese Communist leaders have displayed a healthy respect for international agreements, and have proved far more ready to honour them than they have, say, the provisions of their own state constitution. And if it is possible to write into this agreement specific assurances regarding key aspects of Hongkong life, the freedom of its press, the freedom of its people to travel abroad, the inviolability and independence of its laws, the proper handling of its foreign reserves - these will help allay the doubts and fears from which people in Hongkong now suffer.

Such written provisions will not and cannot provide cast-iron guarantees. The sad and unpalatable fact is that however genuine China's present leaders may be about preserving Hongkong unchanged, the shadow of Chinese Communism will hang over the territory come what may. Within the Chinese Party and bureaucracy the habits of political intervention and

dirigisme are very deeply ingrained. Even if there is not another upsurge of radicalism or isolationism - and who knows what will happen when 79-year-old Deng Xiaoping dies? - Chinese cadres will find it hard to let Hongkong go its own way. But a precisely-worded document will help deter the kind of inadvertent interventionism which would have a slow but fatal effect on the territory's present prosperity.

There are other tasks, too, to which the British Government and the British authorities in Hongkong must devote their attention. Before China takes overall control of Hongkong steps should be taken to create a suitable political framework for the local self-government to which Peking says it is committed. Sensible and well-informed people in Hongkong are now calling for a form of democracy to replace the present colonial system of government there. One of the chief failings of the British in Hongkong has been to neglect this aspect of life. More democracy in Hongkong will give the people of the colony strength and self-confidence in their future dealings with China. It will also enable the Chinese Government to deal more easily with Hongkong, as Chinese leaders themselves now seem to accept. But the process will have to be handled deftly if it is not to get out of hand, or cause unnecessary offence to Peking. The transition to a self-governing Hongkong, strong and mature enough to work with - and to some extent under - the authorities in China, will be a complex one, and one that calls for great political skill.

A tiny church in this district had on its roof a collapsing and entirely useless cupola that contained a bell that might have been rung once in the last fifty years. They wished to take it down before it fell into the street but, because theirs is a grade II listed building (and a poor one at that), the state refused to allow them to do so.

In its ordinary sense it seems to mean simply a listening device attached to a telephone cable and not the interception of radio-transmitted calls, which account for an increasing volume of both international and domestic traffic. It is indeed amazing as Mr Ross-Murphy has said (report, February 21), if 100 Post Office eavesdroppers cannot manage more than four and a half taps per man per year.

But it is clear that this is all they do: Do they also carry out GCHQ-type monitoring, and if so, do they seek the Home Secretary's permission

to do so?

In so doing they have had to replace it at a cost of nearly £2,000 - money they would rather have given to Christian Aid; and then, to add insult to injury, the Government that forced this unnecessary expenditure on them also charged them an extra 15 per cent for the privilege of living in a free country.

Yours faithfully,
JOHN TICEHURST,
Franklyn Avenue,
Brampton,
North Devon.
February 15.

Nuclear 'first use'

From Lord Gladwyn
Sir, As the negotiator, on behalf of Mr Bevin, of the first draft of a North Atlantic Treaty, and as an ex-President of the North Atlantic Treaty Association, I can hardly be suspected of being anti-American, still less anti-Nato. It was as a strong supporter of the Alliance, therefore, that I found Mr Podhoretz's article (February 16) tendentious and misleading.

As I understand it, those who believe that the first use of nuclear weapons would, in all probability, result in something infinitely worse than defeat do not recommend any formal repudiation by Nato of any such intention (suicide, presumably always being a possible option), but rather a simple assumption by all the governments concerned that "first use" being, in practice, an impossibility, the construction of

LETTERS TO THE EDITOR

Plea for time by Falklanders

From the Representative of the Falkland Islands Government

Sir, Whilst it is desirable that there be improved diplomatic and commercial relations between Great Britain and Argentina, it is too early to talk of opening links between the Falkland Islands and Argentina and we feel strongly that the Falkland Islands should not be used as a pawn in any bilateral negotiations.

Even railway passengers between Paris and Brussels, as a writer in the *New York Times* remarked yesterday, have to be checked by two sets of police and two sets of customs officers - though at least they can do it while in motion instead of being held up at the frontier like the truck drivers. Surely if the Common Market means anything it should mean we can do away with such controls and treat the Community as a single economic space within which goods and persons can travel at will. If it is achieved that, perhaps the *fronde* of the French lorry-drivers would be forgiven even by those whose holidays it has ruined.

But does their movement have political implications in France? They themselves strenuously deny it, rejecting any comparison with the movement which helped to bring down Salvador Allende in Chile - a comparison that the increasingly nervous left-wing coalition in France has been quick to draw.

Many of their grievances, they point out, antedate the arrival of the left in power, and the right hesitates to exploit, still less applaud, a movement that so obviously defies law and order.

On the other hand M Maurice Voirion, leader of the largest organization involved, was talking last October about a "battle for free enterprise"; and one of the accusations against M Fiterman, the Communist transport minister, is that he has systematically favoured rail over road transport. He denies it but, after this experience, he could hardly be blamed if he were to do so in future.

Yours faithfully,

ADRIAN MONK, Representative,

Falkland Islands Government,

29 Tufton Street,

Westminster, SW1.

February 22.

GLC papers

From Mr Neville Beale

Sir, In his feature article about Duncan Campbell's troubles (February 13) Peter Kellner says that "the only material marked 'restricted' in his [Campbell's] bicycle panniers were some planning documents provided by a Greater London Council committee (of which he is a co-opted member) and supplied to him in his formal capacity as an adviser to the GLC on civil defence policy".

I have to inform you that as opposition spokesman on that same committee I have yet to see any restricted Home Office document.

Yours faithfully,

NEVILLE BEALE,

Greater London Council,

Members' Lobby,

The County Hall, SE1.

February 16.

Farmers under fire

From Mr Gerard Noel

Sir, David Hart (feature, February 15) again urges our politicians to get tough with farmers who should be, as he rather oddly puts it, "exposed to the cool winds of an economic reality that other sectors... had to embrace".

Mr Hart would have us imagine that the typical farmer is a big businessman "laughing all the way to the bank" on the back of lavish and indiscriminate subsidies. In fact, only 2.5 per cent of all agricultural holdings exceed 300 hectares and when one considers that two-thirds of all mixed farms run at a loss and that the industry's bank borrowing has reached £4bn, it is not surprising that the laughter has become a little hollow.

What would be the consequences of a wholesale removal of agricultural support? No doubt farmers on Grade 1 and 2 land would survive. Many others would go to the wall. It is hard to see who would benefit from such a state of affairs apart perhaps from property speculators waiting to move in on the new rural slum.

Yours faithfully

GERARD NOEL,

The Manor,

Withington,

near Cheltenham,

Gloucestershire.

February 20.

Charities and tax

From the Reverend John Ticehurst

Sir, Lord Bruce-Gardyne's article ("No charity for the charities", February 15) today betrays considerable ignorance of the effects of the taxation embroilery he and his like have got up to in recent years.

A tiny church in this district had on its roof a collapsing and entirely useless cupola that contained a bell that might have been rung once in the last fifty years. They wished to take it down before it fell into the street but, because theirs is a grade II listed building (and a poor one at that), the state refused to allow them to do so.

In so doing they have had to replace it at a cost of nearly £2,000 - money they would rather have given to Christian Aid; and then, to add insult to injury, the Government

that forced this unnecessary expenditure on them also charged them an extra 15 per cent for the privilege of living in a free country.

Yours faithfully,

JOHN TICEHURST,

The Manse,

Brampton,

North Devon.

February 15.

Telephone tapping

From Mr Antony Whitaker

Sir, The phone-tapping issues now being "ventilated" - if that is not over-dignifying the Government's position - at Strasbourg and in Parliament raise the delicate point of exactly what amounts to a "phone tap".

In its ordinary sense it seems to mean simply a listening device attached to a telephone cable and not the interception of radio-transmitted calls, which account for an increasing volume of both international and domestic traffic. It is indeed amazing as Mr Ross-Murphy has said (report, February 21), if 100 Post Office eavesdroppers cannot manage more than four and a half taps per man per year.

But it is clear that this is all they do:

Do they also carry out GCHQ-

type monitoring, and if so, do they seek the Home Secretary's permission

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that forced this unnecessary expenditure on them also charged them an extra 15 per cent for the privilege of living in a free country.

Yours faithfully,

ANTONY WHITAKER,

14 Belmont Road,

Twickenham, Middlesex.

February 22.

contemplate anything of the kind as regrettable as it is alarming.

I also agree that the triumph of "neutralism" in Europe - of which there is at present little prospect - would probably result, not in war, but in a sort of Soviet hegemony over a number of disunited social democracies. As I see it, a new defence system, based on the assumption that there can be no first use of nuclear weapons, would be far the best way to avert such a disaster.

And in so believing I am proud to be associated with those great members of the "Eastern Establishment" mentioned by Mr Podhoretz, who, I am certain, are in the forefront of all efforts to resist the naturally isolationist tendencies associated with many in California, if not, unhappily, in Washington itself.

This might involve (for the Europeans) some extra expenditure and I agree with Mr Podhoretz at least in holding that their refusal to

Balance of advantage at Scott Lithgow

From Professor James Pickett
Sir, Much has been said and written about Scott Lithgow; yet relatively little effort has been made to make systematic calculations about the consequences of alternative courses of action for the British economy as a whole.

In this regard even evidently minimal cost-benefit analysis suffices to establish that it is most unlikely that construction of an alternative to the 2002 rig abroad would be in the British national interest. It also serves as a reminder that any part of the value added by a rescue and subsequent operations at Scott Lithgow which leaks abroad could not be counted as a direct benefit to the British economy.

The aggregate number of hourly paid workers, supervisory and administrative staff required to complete the rig at Scott Lithgow may reasonably be put at 1,825. If this number remains in employment, the present value of savings to the Treasury would be at least £21.4m. This saving comes, of course, from avoiding redundancy payments and unemployment benefit.

It may be noted that redundancy accounts for £14.3m, so that this figure measures the additional initial cost of the Bechtel proposal to close the yard for a brief interim period. It should immediately be added this does not necessarily tell the whole story.

The main point I wish to make here about the £21.4m is the obvious one: it gives the Government very considerable scope for manoeuvre in efforts to preserve the rig as a long-term, economically viable offshore facility in Port Glasgow. This scope could be exploited in several ways, including that of making the terms

of a renegotiated contract attractive to Bechtel.

Moreover, the presumably informed interest of Trafalgar House, Bechtel and Howard Dorf indicates that the commercial judgment is that Scott Lithgow has a future. Consequently, if, for technical reasons, three contenders are ruled out by Bechtel, the



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE
February 23: Rear-Admiral Sir Richard Troughton was received in audience by The Queen after relinquishing his appointment as Governor of Western Australia.

Lady Proubridge had the honour of being received by Her Majesty. Sir Philip Woodford had the honour of being received by The Queen on his retirement as Permanent Secretary, Northern Ireland Office.

The President of the Italian Republic visited The Queen and The Duke of Edinburgh at Buckingham Palace today and remained to luncheon.

The following had the honour of being invited: His Excellency Signor Gianni Spadolini (Minister of Foreign Affairs), His Excellency Signor Antonio Gullotti (Minister of Culture), Signor Antonio Maccaiano (Secretary-General of the Republic), His Excellency the Italian Ambassador and Signora Cagiani, the Secretary of State for Foreign and Commonwealth Affairs and Lady Howe, the Earl and Countess of Gowrie, the Viscount Norwich, the Baroness Elles. MEP

Forthcoming marriages

Nr P. Browne
and Miss C. Guinness

The engagement is announced between Piers, younger son of Sir Hugh and Lady Brownlow, Beckbury Hill, Shropshire, and the late Mr. and Mrs. Brownlow, and Charlotte, eldest daughter of Mr and Mrs Edward Guinness, of Huxton Fold, Fulmer, Buckinghamshire.

Nr C. W. Allen
and Miss H. F. Jones

The engagement is announced between Charles William, second son of Mr and Mrs K. Allen, of Weybridge, and Helen Frances, eldest daughter of Mr and Mrs N. E. Jones, of Holt, Wrexham, Clwyd.

Nr N. D. Bailey
and Miss J. L. Holland

The engagement is announced between Nicholas David, younger son of Colonel and Mrs David Bailey, of Cobham, Surrey, and Julia Louise, younger daughter of Mr and Mrs B. Holland, of Malvern, Worcestershire.

Nr A. D. Bardon
and Miss J. R. Fenn

The engagement is announced between Andrew, son of Mrs P. Kelly and stepson of Mr P. Kelly, of The Cwm, Monmouth, and Joanna, eldest daughter of Mr and Mrs G. Dunn, of Furnace House, Halsbury.

Nr A. Clark
and Miss L. Baddeley

The engagement is announced between Arthur, son of Mr and Clark, of High Wycombe, Denise, daughter of Mr E. Baddeley, of High Wycombe.

Nr J. Hewitt
and Miss L. Glascoe

The engagement is announced between Tom, son of Mr J. A. H. Fulham, and Mrs O. L. W. Knightright, and Elizabeth, eldest daughter of Mr C. J. and Mrs R. D. Glascoe.

Nr J. H. Stamp

The engagement is announced between Stephen, son of Mr and Mrs. Hugh Holden, and Lynn Kelly, of Kensington, and Jessamy, daughter of Mr and Mrs Hugh Stamp, of Woldingham, Surrey.

Timepieces sell above estimates

By Huw Mallalieu

At Sotheby's yesterday a sale of clocks and watches attracted many European dealers and collectors and produced a total of £207,416 with 9 per cent bought in.

A large and unrecorded eight-day keyless pocket chronometer by the noted London firm of Frodsham went to Mannheimer, a dealer from Zurich, at £26,000 (estimate £12,000 to £18,000). The case was hallmarked for 1915.

A quarter-striking carriage clock by James McCabe, which had been presented to the Bishop of Bombay in 1851, reached £11,350 (estimate £14,000 to £5,000), and another £2,000 to £5,000.

Science report

The slow growth of seabed nodules

By Pearce Wright, Science Editor

One of the richest sources of minerals is contained in the many nodules, varying in size from a marble to a tennis ball, which lie on the seabed at a depth of 10,000ft and more. Known as manganese nodules they are a potential source of nickel and copper.

Their existence came to public prominence a few years ago when the late Howard Hughes's marine engineering enterprise developed a vessel that was designed ostensibly to suck up some of those deposits for processing at a land-based mineral recovery plant. However, deep-sea mining is a matter of controversy.

An equally intense dispute surrounds the origin of manganese nodules, which have been scientific curiosities for decades since the first oceanographic survey ships dredged up specimens.

Scientists are still uncertain why manganese nodules exist at all. They appear to grow at the glacial pace of 10 millimetres a million years.

English-made item to do well was an early George III red japanned musical bracket clock. This was by Stephen Rimbout of London, who was famous for such things, and it went to a private bidder at £7,150 (estimate £3,500 to £5,000).

A furniture sale at Christie's also saw many lots selling well above estimate, and one cent bought in. A late Regency ivory inlaid ebony and rosewood rectangular centre table reached £9,720 against an estimate of from £3,000 to £4,000, and a pair of George III open armchairs made £6,480.

However, in a sale of carpets

and textiles Christie's found the going much less easy, and the £144,558 total was marred by a bought-in percentage of 66.

This is traditionally a difficult field, and one that has little relationship to the strength or weakness of the rest of the antiques market. Despite this, there were one or two surprises even here, such as an antique Heriz carpet, with a salmon-pink field, which went to the dealer Vigo Sternberg at £9,720, against an estimate of from £2,000 to £2,500.

In a salar of arms and armour Phillips took a bid of £11,000 for a fine pair of shotguns by William Powell.

The honeymoon is being spent abroad.

Birthdays today

Archive stamps for sale

A series of 30 auction sales spread over 10 years begins on April 26, when Robson Lowe of Christie's holds its first sale of stamps from the Post Office archives. The Stamps Committee, Dr. J. C. Cooper, President; Mr. R. C. Con, QC, Vice-President; and Mrs. D. Rees and Mr. and Mrs. J. D. White, are the speakers.

Other sales will be held on April 27, May 10, June 14, July 12, August 9, September 6, October 3, November 7, December 5, January 2, February 2, March 8, April 12, May 9, June 13, July 10, August 7, September 4, October 1, November 5, December 3, January 7, February 4, March 10, April 7, May 4, June 1, July 5, August 2, September 8, October 5, November 2, December 6, January 3, February 7, March 4, April 1, May 8, June 5, July 2, August 9, September 13, October 10, November 7, December 4, January 1, February 8, March 5, April 2, May 9, June 6, July 3, August 10, September 17, October 14, November 11, December 8, January 5, February 12, March 9, April 6, May 13, June 10, July 7, August 14, September 21, October 18, November 15, December 12, January 9, February 16, March 13, April 10, May 17, June 14, July 11, August 18, September 25, October 22, November 19, December 16, January 13, February 20, March 17, April 14, May 21, June 18, July 15, August 22, September 29, October 26, November 23, December 20, January 17, February 24, March 21, April 18, May 25, June 22, July 19, August 26, September 30, October 27, November 24, December 21, January 18, February 25, March 22, April 19, May 26, June 23, July 20, August 27, September 34, October 31, November 28, December 25, January 22, February 29, March 26, April 23, May 30, June 27, July 24, August 31, September 38, October 55, November 42, December 29, January 36, February 43, March 50, April 57, May 64, June 71, July 78, August 85, September 92, October 99, November 106, December 113, January 120, February 127, March 134, April 141, May 148, June 155, July 162, August 169, September 176, October 183, November 190, December 197, January 204, February 211, March 218, April 225, May 232, June 239, July 246, August 253, September 260, October 267, November 274, December 281, January 288, February 295, March 302, April 309, May 316, June 323, July 330, August 337, September 344, October 351, November 358, December 365, January 372, February 379, March 386, April 393, May 400, June 407, July 414, August 421, September 428, October 435, November 442, December 449, January 456, February 463, March 470, April 477, May 484, June 491, July 498, August 505, September 512, October 519, November 526, December 533, January 540, February 547, March 554, April 561, May 568, June 575, July 582, August 589, September 596, October 603, November 610, December 617, January 624, February 631, March 638, April 645, May 652, June 659, July 666, August 673, September 680, October 687, November 694, December 701, January 708, February 715, March 722, April 729, May 736, June 743, July 750, August 757, September 764, October 771, November 778, December 785, January 792, February 799, March 806, April 813, May 820, June 827, July 834, August 841, September 848, October 855, November 862, December 869, January 876, February 883, March 890, April 897, May 904, June 911, July 918, August 925, September 932, October 939, November 946, December 953, January 960, February 967, March 974, April 981, May 988, June 995, July 1002, August 1009, September 1016, October 1023, November 1030, December 1037, January 1044, February 1051, March 1058, April 1065, May 1072, June 1079, July 1086, August 1093, September 1100, October 1107, November 1114, December 1121, January 1128, February 1135, March 1142, April 1149, May 1156, June 1163, July 1170, August 1177, September 1184, October 1191, November 1198, December 1205, January 1212, February 1219, March 1226, April 1233, May 1240, June 1247, July 1254, August 1261, September 1268, October 1275, November 1282, December 1289, January 1296, February 1303, March 1310, April 1317, May 1324, June 1331, July 1338, August 1345, September 1352, October 1359, November 1366, December 1373, January 1380, February 1387, March 1394, April 1401, May 1408, June 1415, July 1422, August 1429, September 1436, October 1443, November 1450, December 1457, January 1464, February 1471, March 1478, April 1485, May 1492, June 1499, July 1506, August 1513, September 1520, October 1527, November 1534, December 1541, January 1548, February 1555, March 1562, April 1569, May 1576, June 1583, July 1590, August 1597, September 1604, October 1611, November 1618, December 1625, January 1632, February 1639, March 1646, April 1653, May 1660, June 1667, July 1674, August 1681, September 1688, October 1695, November 1702, December 1709, January 1716, February 1723, March 1730, April 1737, May 1744, June 1751, July 1758, August 1765, September 1772, October 1779, November 1786, December 1793, January 1700, February 1707, March 1714, April 1721, May 1728, June 1735, July 1742, August 1749, September 1756, October 1763, November 1770, December 1777, January 1784, February 1791, March 1798, April 1805, May 1812, June 1819, July 1826, August 1833, September 1840, October 1847, November 1854, December 1861, January 1868, February 1875, March 1882, April 1889, May 1896, June 1903, July 1910, August 1917, September 1924, October 1931, November 1938, December 1945, January 1952, February 1959, March 1966, April 1973, May 1980, June 1987, July 1994, August 2001, September 2008, October 2015, November 2022, December 2029, January 2036, February 2043, March 2050, April 2057, May 2064, June 2071, July 2078, August 2085, September 2092, October 2099, November 2106, December 2113, January 2120, February 2127, March 2134, April 2141, May 2148, June 2155, July 2162, August 2169, September 2176, October 2183, November 2190, December 2197, January 2204, February 2211, March 2218, April 2225, May 2232, June 2239, July 2246, August 2253, September 2260, October 2267, November 2274, December 2281, January 2288, February 2295, March 2302, April 2309, May 2316, June 2323, July 2330, August 2337, September 2344, October 2351, November 2358, December 2365, January 2372, February 2379, March 2386, April 2393, May 2300, June 2307, July 2314, August 2321, September 2328, October 2335, November 2342, December 2349, January 2356, February 2363, March 2370, April 2377, May 2384, June 2391, July 2398, August 2405, September 2412, October 2419, November 2426, December 2433, January 2440, February 2447, March 2454, April 2461, May 2468, June 2475, July 2482, August 2489, September 2496, October 2503, November 2510, December 2517, January 2524, February 2531, March 2538, April 2545, May 2552, June 2559, July 2566, August 2573, September 2580, October 2587, November 2594, December 2501, January 2508, February 2515, March 2522, April 2529, May 2536, June 2543, July 2550, August 2557, September 2564, October 2571, November 2578, December 2585, January 2592, February 2599, March 2606, April 2613, May 2620, June 2627, July 2634, August 2641, September 2648, October 2655, November 2662, December 2669, January 2676, February 2683, March 2690, April 2697, May 2704, June 2711, July 2718, August 2725, September 2732, October 2739, November 2746, December 2753, January 2760, February 2767, March 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August 3213, September 3220, October 3227, November 3234, December 3241, January 3248, February 3255, March 3262, April 3269, May 3276, June 3283, July 3290, August 3297, September 3304, October 3311, November 3318, December 3325, January 3332, February 3339, March 3346, April 3353, May 3360, June 3367, July 3374, August 3381, September 3388, October 3395, November 3402, December 3409, January 3416, February 3423, March 3430, April 3437, May 3444, June 3451, July 3458, August 3465, September 3472, October 3479, November 3486, December 3493, January 3400, February 3407, March 3414, April 3421, May 3428, June 3435, July 3442, August 3449, September 3456, October 3463, November 3470, December 3477, January 3484, February 3491, March 3498, April 3505, May 3512, June 3519, July 3526, August 3533, September 3540, October 3547, November 3554, December 3561, January 3568, February 3575, March 3582, April 3589, May 3596, June 3503, July 3510, August 3517, September 3524, October 3531, November 3538, December 3545, January 3552, February 3559, March 3566, April 3573, May 3580, June 3587, July 3594, August 3501, September 3508, October 3515, November 3522, December 3529, January 3536, February 3543, March 3550, April 3557, May 3564, June 3571, July 3578, August 3585, September 3592, October 3599, November 3606, December 3613, January 3620, February 3627, March 3634, April 3641, May 364

A SPECIAL REPORT

Generating jobs

In 1980 the Special Programmes

Unit started work with powerful, locally based employers to improve job prospects for young people. This five page special report marks its progress

James Cooke foresees disaster: a rise in unemployment over the next three to four years to nearly four million, including one million youngsters heading for the scrap-heap, or as near it makes no difference.

Cooke is not a politician or a left-wing economist trying to put the Government through a wringer. What makes his predictions the more disturbing is that he has no axes to grind: indeed he is a man appointed with the backing of Whitehall itself to help solve, or at least ameliorate, youth unemployment. The Confederation of British Industry Special Programmes Unit was set up in 1980 at the bidding of the Manpower Services Commission to help marker youth employment programmes to the country's big employers. Cooke, its chief executive, doesn't believe you can do that by fudging the issues.

"Britain is at both a structural and an economic crossroads," he says. "We have the likelihood of very severe youth unemployment. We have a period of hiatus of at least three to five years whilst, hopefully, the economy picks up. Unless

we get local employer groups solving this problem throughout the country, and therefore collaborating fully with government measures and aiming to try and help their local economy pick up quicker, I very much fear that the period of hiatus is too long and that the social problems will become too bad."

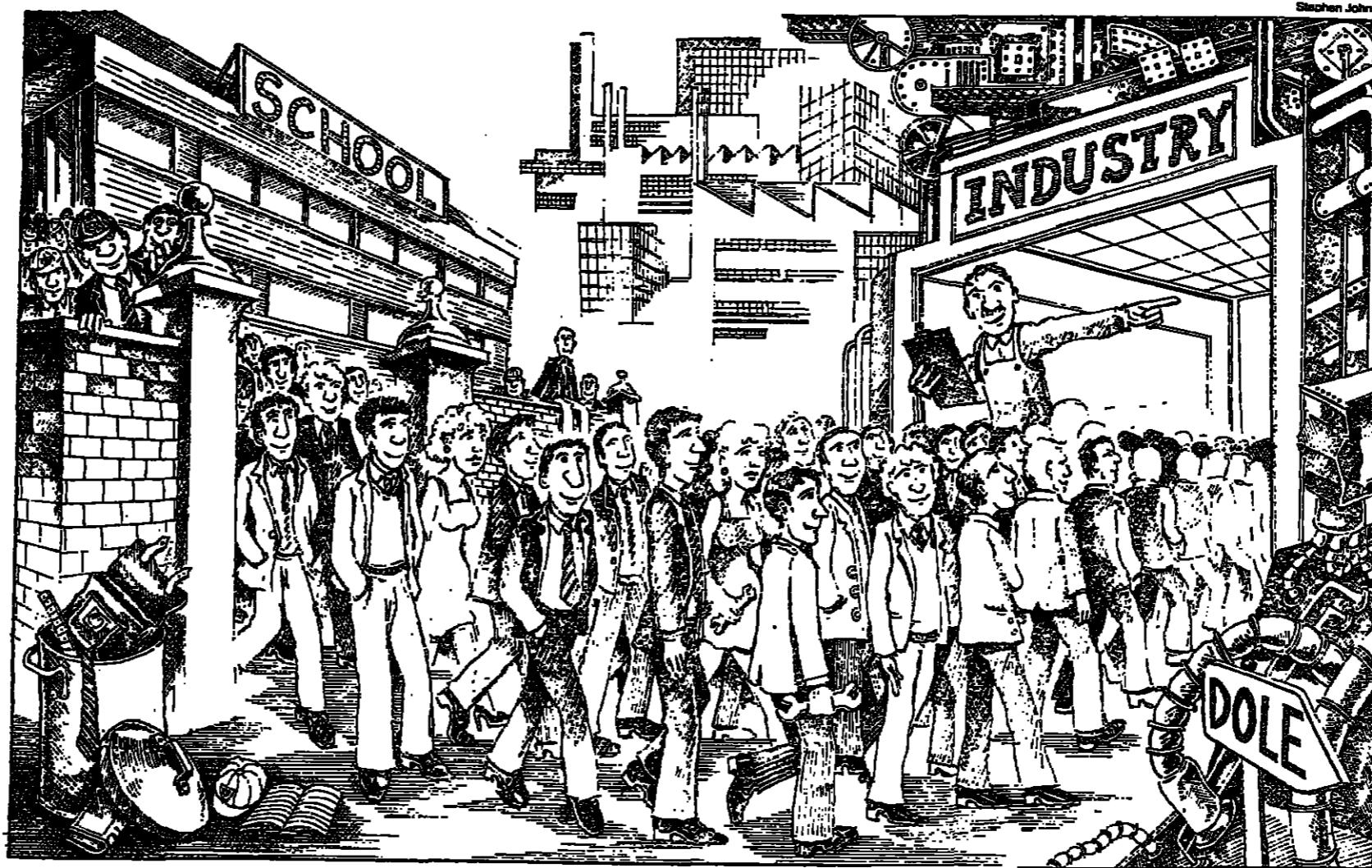
This concept - ownership of the problem - is a favourite of Cooke's. Finding jobs for one million youngsters looks impossible pure pie in the sky. But break the figures down locally and the problem is more manageable:

"Problems which look completely unanswerable at a macro level become very much more resolvable at a local level," says Cooke.

In 1981 its first full year, the unit put together a board which included such luminaries as the heads of Metal Box, International Thomson, Thorn EMI, Wimpey, BP and the Post Office and drafted secondees from the big companies who were what Norman Mills (Cooke's "number two", seconded from BATs) calls self-motivating mavericks. They became high-powered fixers and nobblers, cutting through red tape and protocol to get at those who could get things moving. Its remit at that stage was modest and straightforward - a simple push, over a 12 month period, to get the leading employers in the land committed to helping the Youth Opportunities Programme which, until then, had been largely dominated by companies employing 20 or less which were, frankly, looking for cheap labour.

In the course of that year Cooke himself spoke to the chairman of most of the leading companies and came to some important conclusions:

"We found that companies care in a mathematically dis-



cute fashion: number one about themselves; number two about their employees (and you can assume that in most parts of Britain one in four of the average company's employees will have a kid leaving school who won't get a job the next year or so - so they care about something very close to home); and, thirdly, they care about their patch. It really is quite astonishing how you can talk to Rockitt & Coleman about, say, Reading and they'll wonder what the hell you're talking about, but talk about Hull and Rockitt & Coleman will do everything they can to help."

To his astonishment, Cooke found that there were no forecasts in Britain of unemployment at a local level. He initiated several studies, the first at Redditch, Preston and Southwark. These confirmed the view that companies were

In most of the cities we're involved in we are forecasting cumulative youth unemployment of somewhere between 40 and 70 per cent; this means that in a place like Tyneside we could well have 35,000 or more youngsters who've been unemployed for any length up to five years, within the next five years.

willing to give their support, but also showed an even more serious youth unemployment problem than anyone had imagined. In Redditch, Preston and Southwark cumulative youth unemployment was standing at 74 per cent, 66 per cent and 42 per cent respectively.

"That gave us pause for thought. Here we all are moaning about 16 or 19 per cent or whatever, but percentages like 74 per cent - that's a different ball game."

Cooke initiated the Community Action Programmes, groups of local business leaders committed to problem solving,

We discovered several things when you get boards like that together: the first thing was that they'd never met before - that there isn't a network anywhere in Britain where businessmen get together to look at their local community problems that has teeth; and that once they started really owning the problem, because they were also unaware of the scale of it, they then started clamouring for what the ought to do about it."

There are now some 25 CAPs, each of them led by top industrialists such as Gordon Brunton, managing director of International

(Neath), Lord Polwarth of the Bank of Scotland (Borders) and Sir Trevor Holdsworth, chairman of GKN (Birmingham).

One of the principal aims of the CAPs has been to support the Youth Training Scheme, but Cooke thinks those goals must be taken much further.

"Unless we pick up two things I believe the Youth Training Scheme could well come unstuck, and I also think we could be in a situation where the whole effort could look a little pointless. In most of the cities we're involved in we're forecasting cumulative youth unemployment of somewhere between 40 and 70 per cent; this

work and then give them a hands-on experience programme for a second year where they're taught to put a firm's VAT, cashflow and payroll on a simple micro... it's been done in Bristol; they've all got jobs."

Secondly, Cooke hopes for a series of business initiatives to underpin the local economy - every thing from new enterprise workshops, like the one set up by British American Tobacco which has helped create 80 new companies, through "buy local" campaigns and work creation projects, to schemes to inject managerial expertise into smaller companies to help them to grow.

The CAPs are vital to the work of the Special Programmes Unit, but only part of it. The CBI-SPU staff, including 30 senior executives seconded from leading companies, see themselves as Mr Fixits, ready to cajole industrialists into employing youth. The record of the last three years is formidable:

- Creation of 35,000 work experience places in 1981 (equivalent to 40 per cent of all new places that year).
- Creation of 10,000 pilot 12-month training places in 1982.
- A national programme of 80 conferences for local employers in 1983.

But is it all enough? Cooke doesn't underestimate the size of the problem but he believes that if local industry responds the worst may be avoided.

What would he regard as success?

"I would be looking as a number one target to try and get much more of an injection of management skills into helping pick up the economy," he says cautiously. "In terms of what all that could mean - well, the MSC are hoping that some 50 per cent of youngsters this year will get jobs. If we could take that figure up to 60 per cent or 70 per cent that would be an achievement."

Malcolm Brown

On other pages

Is buying British an answer?
Problems facing employers page 16

Neath: a case study of a town fighting back page 17

The ways of creating permanent jobs: calling in the flying squad page 18

Where have all the recruits gone?
One of Britain's best trainers page 19

When Pat Harvey joined us last October he was just one of three million unemployed.

He became one of around 1,500 young men and women currently being trained by Wimpey, under the government's Youth Training Scheme. That's almost a tenth of the total YTS intake within the construction industry.

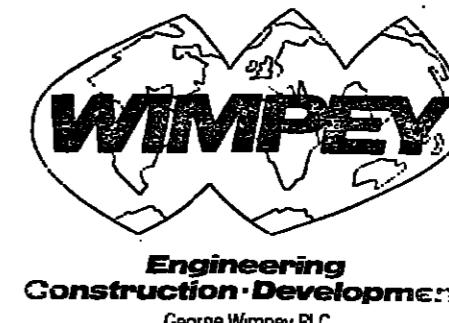
We'll guide him through a year with us. Teach him to do a man-size job in an industry where only the best survive.

If he shows the right aptitudes and he really puts his back into his work, we'll reward his effort. With a full-time job.

It's a future we are happy to offer many hundreds of young people. They'll serve their apprenticeships with us. Attend college as day release students. Look forward to a secure career with a company that recognises and rewards initiative and application.

It's the best pat on the back we can give them.

And one
they'll have
earned.



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Construction · Development

George Wimpey PLC
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Telephone 01-748 2000.

**THE DIFFERENCE BETWEEN A PAT ON THE BACK
AND THE BACK ON A PAT.**

Towards the end of the Eighties: the frightening figures of young people likely to be looking for work

Is buying British an answer?

Community Action Programmes (CAPs), of which the Confederation of British Industry Special Programs Unit (SPU) had half a dozen in operation by the middle of 1982, now number 26. Another dozen are planned and likely to be operating within two years or not much more.

CAPs bring together key business leaders, local authority heads and other important local figures to maximize local youth employment prospects, linking with government measures like the Youth Training Scheme (YTS). As CAPs have developed they have become a new form of local economic institution, reaching out to improve overall local economic performance. A common denominator is that all face tricky unemployment problems. The aim has been to set up a CAP in any travel-to-work area with an unemployment rate of more than 12 per cent and an employee population of 100,000 or more.

Allied to the broad strategy of tackling the worst-hit areas are the array of government, and local authority, grants and schemes which are a collective response to unemployment problems. But within the broad framework there are many local differences to tackle which to be successful means developing a specifically local response.

The CAPs are predominantly in key cities and towns. These include Tyneside, Leeds, Hull, Preston, Rochdale, Oldham, Lincoln, Wolverhampton, Birmingham, Coventry, Oxford, Luton, Bridgwater, Plymouth and in London, the Southwark area. But they are also in the Borders area, in Anglesey and north Norfolk, where the rural

cumulative effect of schools leavers not getting substantive jobs indicated how far problems differed from place to place. In Leeds the number of school leavers jobless and needing help was expected by the end of 1987 to have risen by rather more than three times. It appeared to be the same in Hull. In Luton, heavily reliant on motor manufacturing, a slightly lesser increase of 278 per cent expected.

On Tyneside with its long history of high unemployment levels, an increase of just over 160 per cent was anticipated.

The Border ...

245 per cent.

The problem everywhere is securing for young people not only initial work experience, such as under the one-year YTS, but subsequently to get their feet more firmly on the work ladder. Mr James Cooke, chief executive of the special programmes unit pointed out that the importance of the surveys was not so much the figures adduced as the momentum they gave to CAP boards in determining to tackle their individual area problems.

He said: "It is one thing to tackle the problems of an area like the Borders. The reliance there is on textiles and agriculture. The actual numbers of youth unemployment are small. So the reaction of a number of small businesses to broaden the

nature of the territory introduces its own particular problems because of reliance on often a limited number of local industries. One of the most recent CAPs set up is in the Mendips group of towns.

Surveys made to estimate, however approximately, the

industrial base could see the problem licked."

But he went on: "It is different at the other end of the spectrum in the big cities. Setting up small businesses plays a part. But even to begin to tackle the problems you need a great cluster of experiments and ideas. The forecasts made are merely indicative. They make no allowance for job turnover rates or labour mobility. But it is hard to find large numbers of new jobs in the offing that are applicable to school leavers."

Now sufficient YTS places have been found, Mr Cooke wants to see that achievement consolidated, initially by reinforcing the quality of the scheme's operation. This strategy led to the idea of setting up a chain of more than 100 management executive workshops bringing together those who in each locality are managing agents for Manpower Services Commission. Some 45 of these are now operating.

Half a dozen times a year common problems can be discussed, experience shared on systems that have proved successful and new ideas tested. SPU has also set up an information centre as a communications link for good ideas to be disseminated around the country. Mr Cooke would like to see an extension to give the information centre a European and even international dimension. The Dutch, for instance, are further ahead in exploring

the financial reward is secondary to that."

Another way to capitalize on the YTS would be to use the CAP machinery to experiment in finding ways to give post-YTS youngsters a better chance of continuing useful employment.

Mr Cooke said: "Places of work are crucial yet how many companies, with those they cannot offer jobs after the YTS year, recommend on the young

ones to have found to be effective? Big companies often place between 80 per cent and 100 per cent of their YTS youngsters but there is room for other companies to do the same thing."

He went on: "The more

experience a youngster has, the more saleable in market place he or she becomes. Adding more value to the training in the year after YTS is crucial whether it is through job-sharing or more job-specific training."

One successful idea has been to give youngsters house maintenance skills which can be exploited in city centre areas which offer jobbing builders slim chances of a commercial return. The other emerging aspect of SPU strategy is to get the CAP boards to improve the

business climate overall at local level.

New businesses, he emphasizes, are a necessary part of any attempt to improve local business situations. Every borough, he maintains, should have a new enterprise workshop - a concept under which a big local company guarantees a workshops scheme and then rents off the nursery units, usually with secretarial and other services built in on a group basis. Often companies, especially those family-owned, reached a turnover between £1m and £2m and get stuck in a groove, largely through lack of business expertise. The experience of those on the CAP network can provide such expertise.

Mr Cooke said: "Such a company through incompetence might otherwise crash. Say that creates 400 redundancies. It would take five years probably to replace those jobs. So saving them by helping the company find its right road makes good sense. There have been cases where the right investment and introduction of flexible manufacturing has doubled a company's production."

Mr Cooke also favours a buy-British campaign with a sharp focus at the grass roots level. Companies getting components from abroad could look constructively to see how far local component manufacturers might with the right investment and machinery be able to supply such components.

He also believes that big companies, with product ideas researched but never likely to be followed up, be prepared to allow smaller companies to take them up with the big company taking royalty payments.

Derek Harris



Associated Dairies Group PLC, Britain's value-for-money retailers, wish every success to the CBI Special Programmes Unit.

A founder member of the Leeds CAP Supervisory Board, the Group actively backs all efforts to provide support and practical assistance for young people seeking employment.

Associated Dairies Group PLC

Asda Stores • Associated Fresh Foods • Allied Carpet Stores Ltd
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The Special Programmes Unit of the Confederation of British Industry has discovered that there is a startling lack of information about local business conditions. It found that no local forecasts of employment or investment strategies existed and that often little information was available from private sector employers about resource opportunities, strengths or requirements. Moreover, companies in the same town appeared to know little about each other; senior executives rarely met, except possibly, to argue about the surveys.

The PA Town Studies report examined Redditch, Preston and Southwark - chosen as areas most likely to represent different aspects of unemployment. Since then, a further 22 studies have been made from local bases and 12 areas have completed their reports.

But by the middle of 1982,

the first five studies had endorsed the earlier findings.

Not only did none of the towns

have employment forecasts, but

eliciting and compiling empl

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but completed by only 80.

Despite the difficulties, a 58-

page report was completed and

published by July, 1983.

At Hull the entire CAP

programme nearly founders

because a preliminary report

was considered to have been

based on inadequate analysis of information. The project was, however, rescued as a result of some of the participant company representatives voicing both their disquiet and their rapidly falling interest. The final version, published in March 1983, not only showed a prospect of escalating unemployment, but revealed that many employers were unaware of the Youth Training Scheme proposals. "Publication of the report captured attention", Mr Bill Black, Director of J. H. Fenner (Holdings) and chairman of the Hull CAP commented. "From a situation where it appeared unlikely that sufficient YTS places would be obtained, there was a significant over-provision".

Apart from providing vital information for planners, compilation of the local business studies offer an immediate task on which the newly formed

Continued on page 3

Employers must get together

no local structure existed whereby business people could tackle the difficulties.

The reports also underlined the PA discovered that wide discrepancies existed between the likely fortunes of different localities. The percentage of 16 to 18-year-olds without work in Southwark two years after the survey period was expected to reach about 42 per cent. In Redditch, 74 per cent. This reinforced the conclusion that different degrees of remedy as well as different tactics were needed.

Eliciting and compiling employment forecasts proved far from easy, even when those questioned were guaranteed that their information would be confidential. The Tyneside Community Action Programme, for example, reported that many of the organizations

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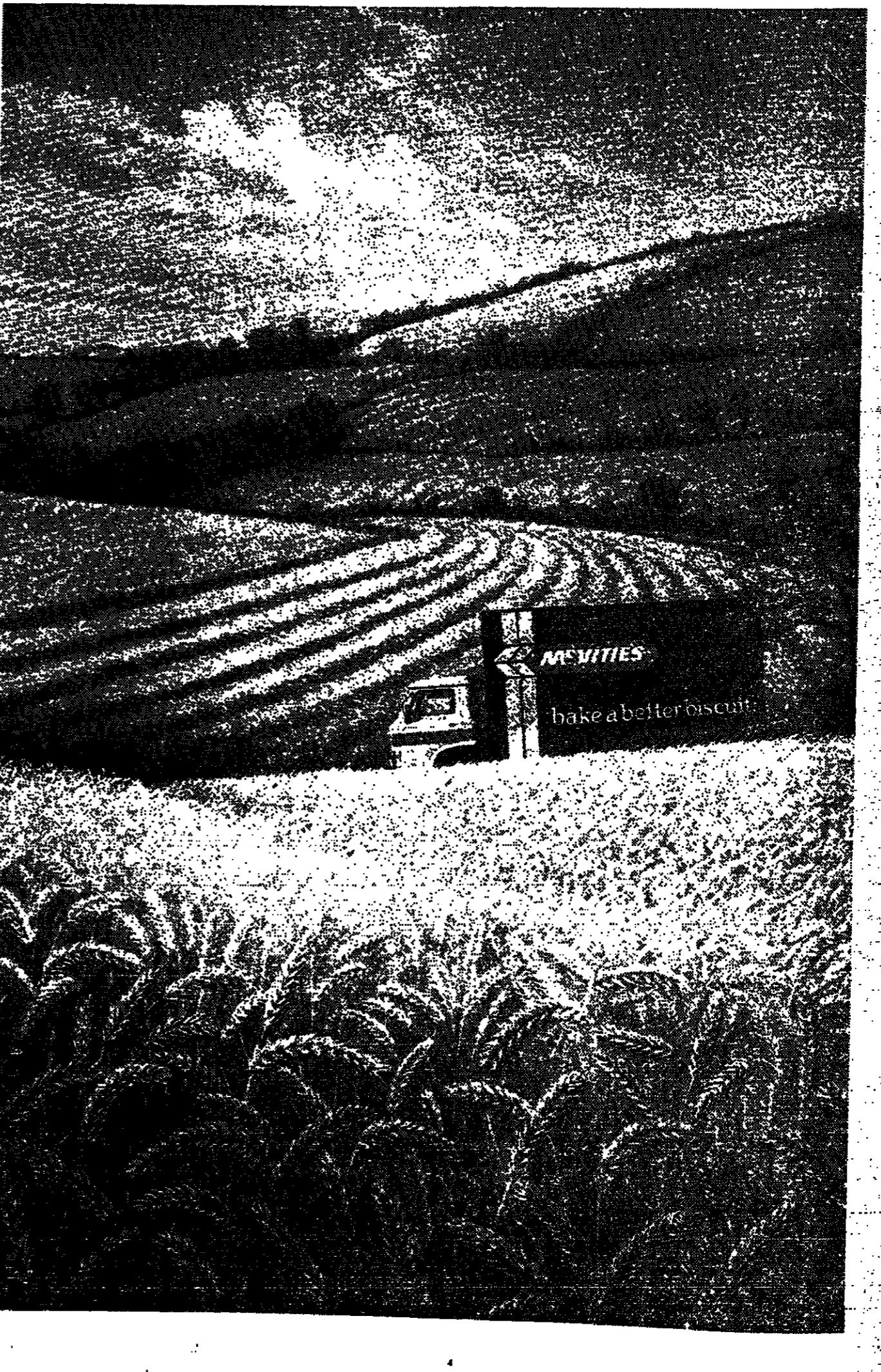
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There's no doubt that the CBI Special Programmes Unit does an excellent job.

The only unfortunate thing about it is that it's necessary at all.

We at Metal Box have supported the efforts of the S.P.U. since its formation in 1980. And we fully intend to continue doing so through 1984 and beyond, towards the time when their particular job no longer needs to be done.



Metal Box

Metal Box plc, Queens House, Forbury Road, Reading RG1 3IH



Neath: a case history of a town fighting back/Tim Jones reports

A bustle and fizz in the air

Until recently, the largest concentration of waterfalls in the United Kingdom tumbled in lonely splendour towards the sea. Cascading in a spray of white, the Lady Falls were a delight seen only by the few who braved the steep valley slope through bracken and bramble. But now the 14 waterfalls can be enjoyed by everyone for the good reason that they are accessible from the road by a safe and gentle path which can even accommodate pushchairs.

The four mile gravel path is part of a larger story which demonstrates that when will combines with expertise a small town, ravaged by recession, can fight back. There is now a bustle and fizz in the air of Neath, West Glamorgan, which contrasts sharply with the despondent mood of hopelessness which pervaded the borough in the late 1970s.

Then, the recession bit deep. Coal and steel, economic backbones of the community, declined and major local employers retrenched to survive the gathering storm. Big companies, attracted initially to the area by special government status, shed men like leaves in an autumn gale and the gloom was compounded when that status was stripped away.

In the town whose solid Labour tradition had given it a reputation for industrial militancy which does not stand up to close examination, just ten

employers accounted for two thirds of the jobs. Between 1977 and 1981, 4,300 people or 16 per cent of the workforce was registered as unemployed.

Companies reported they would have to continue cutting back until, by the end of last year, it was estimated almost one in four would be out of work.

In effect, Neath was almost a microcosm of the British economy, declining and ill prepared to adapt to meet the realities of a harsher, competitive world.

Howell Britton, chairman of the council's industry committee, said: "There we were, a town on the periphery of the UK economy that had been deprived of special status just when we needed it. The decline was hard to take because it had happened so quickly." The basis for the fight back was formulated in a special study of the town, sponsored by the Thomson Organisation Ltd, one of the leading companies associated with the Special Programmes Unit established by the CBI.

Gordon Brunton, chief executive of the International Thomson Organisation and a director of the special unit, was convinced that to tackle the problem of Neath and other towns, more had to be done than merely to support the short-term palliatives of the Youth Opportunity Scheme.

In short, the town, while

hustling for all the external aid it could get, had to help itself and his company decided to offer practical assistance. One advantage was that although Thomsions owned the local newspaper, it was not a major employer and felt therefore that it could take an independent stance.

After the three month study was completed in August 1981, it was presented to Neath Borough Council, who accepted the formation of the Neath Development Partnership. Two conditions were immediately accepted. It would be non-political and only those who could work hard or contribute would be chosen as members.

The suspicion that lingered

From that loose knit development, the partnership has evolved into the Neath Development Partnership Enterprise Limited and it has eight constituent members. From the private sector they are: International Thomson Organisation, Metal Box, British Petroleum and P.A. Management Consultants. The public sector is represented by Neath Borough Council and the West Glamorgan County Council and the other members are the Wales TUC and the Welsh Development Agency.

Initially, the private sector

initiative, in a town that did not return even one Tory representative, was treated with suspicion by some councillors. Two ideologies were combining and although the cause was common for some, the pill took a little time to dissolve.

The welding of the two sides into a totally non-political force working for the town was helped considerably in the early stages with the nomination by Metal Box, another supporter of the CBI unit, of Mr. Britton, who is also a AUEW convenor.

He is now part of a small team headed by Mr Jeremy Filmer-Bennett of Thomsions, who are turning into reality the objectives of the town study.

Authoritative analysis had forecast that 22.4 per cent of the population would be out of work by the end of 1983, but the figure is now 15.2 per cent, compared with 16 per cent for the whole of the principality.

Male unemployment is scarcely worse than for the rest of Britain, although the figures for females are worse.

Since the partnership began, 400 permanent new jobs have been created and there are confident predictions that another 400 will materialize this year. Some of those placements have come from the 500 people who have benefited from various Manpower Services Commission schemes.

The first step was carefully to pick people who were doers rather than talkers. The philos-

ophy as expressed by Filmer-Bennett was simple: "If you have nothing to bring you can't come to the picnic."

With the team assembled, incorporating as it does the knowledge and ability to chase whatever government and private money is available, the partnership set about its work.

There was a realisation that no magic sponge would emerge in the form of a new major employer, so the development partnership set about establishing small business units.

More than 80 older, unemployed men using money from the Community Enterprise Programme started a number of schemes, including the refurbishing of the old Mettoy warehouse.

This has now become the Lonlas Village Workshops and since it was opened in June 1982, more than 40 units have been taken, creating over 100 permanent jobs.

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Firms must cooperate

continued from page 16

CAP teams can work together. The survey process also concentrates the attention of the recipients of questionnaires on the difficulties of their particular community. The likelihood is that second and subsequent questionnaires would receive a better response than the first.

Certainly, a radical change in attitudes, typical of experiences in other participating areas, is illustrated by Mr Black's account. "The most important achievement so far is that the spirit of cooperation is now more evident than at any time in the past", he said. "Many employers in Hull didn't even speak to one another. That has disappeared. The civic heads are more co-operative with businessmen than they have ever been. Hull is determined to help itself to overcome its problems - an attitude that was noticeably absent during the period of the survey".

Face-to-face meetings are equally important. More than 80 conferences, most of them attended by 100 or more employer representatives have been organized in the past year either specifically to discuss survey reports, or to consider local unemployment generally.

Starting with the nomination of a senior executive of a leading local employer as chairman, the programme of conferences, meetings and visits is repeated as often as is necessary in order to meet the local target for training places.

The focus during the next 12 months will move progressively towards providing more permanent occupation for youth trainees. In the Luton area, where a comparatively early CAP scheme started in April 1982, Vauxhall, the leading local employer, has already announced its intention to fund an extra year of training for people on their Youth Training intake who have not got jobs by the age of 17. But a variety of pilot measures, and experiments relating to job sharing, new shift arrangements, further education and promotion of government employment subsidies are being discussed.

A study of the extent of local employment problems has inevitably led many of the surveyors to look at potential solutions, even though they may not consider them to be strictly within their terms of reference. In setting up the mechanism to produce local business studies "we achieved more than we understood", James Cooke.

Patricia Tisdall

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Offering a friendly hand

Having met the immediate objective of persuading employers to offer temporary training places, several of the Community Action Programme boards are starting to examine ways of creating permanent jobs. In the 1960s the big retailers pioneered with considerable success a form of job-sharing in order to stay open on Saturdays. More recently, organizations like GEC have been experimenting with job-sharing specifically to alleviate youth unemployment.

Largely as a result of the GEC initiative, a government grant designed to encourage employers to split jobs was introduced last year. The grant offers £750 to an employer for each job which is "split" and for which an eligible recruit is employed.

The GEC pilot scheme, introduced in Coventry in June 1981, involved school-leavers who were required to attend a specially commissioned course of study at the local technical college for one of their non-working days. However, the job-sharing concept is also seen as potentially useful for adults who may want to work part-time to ease themselves into retirement or to bring up children.

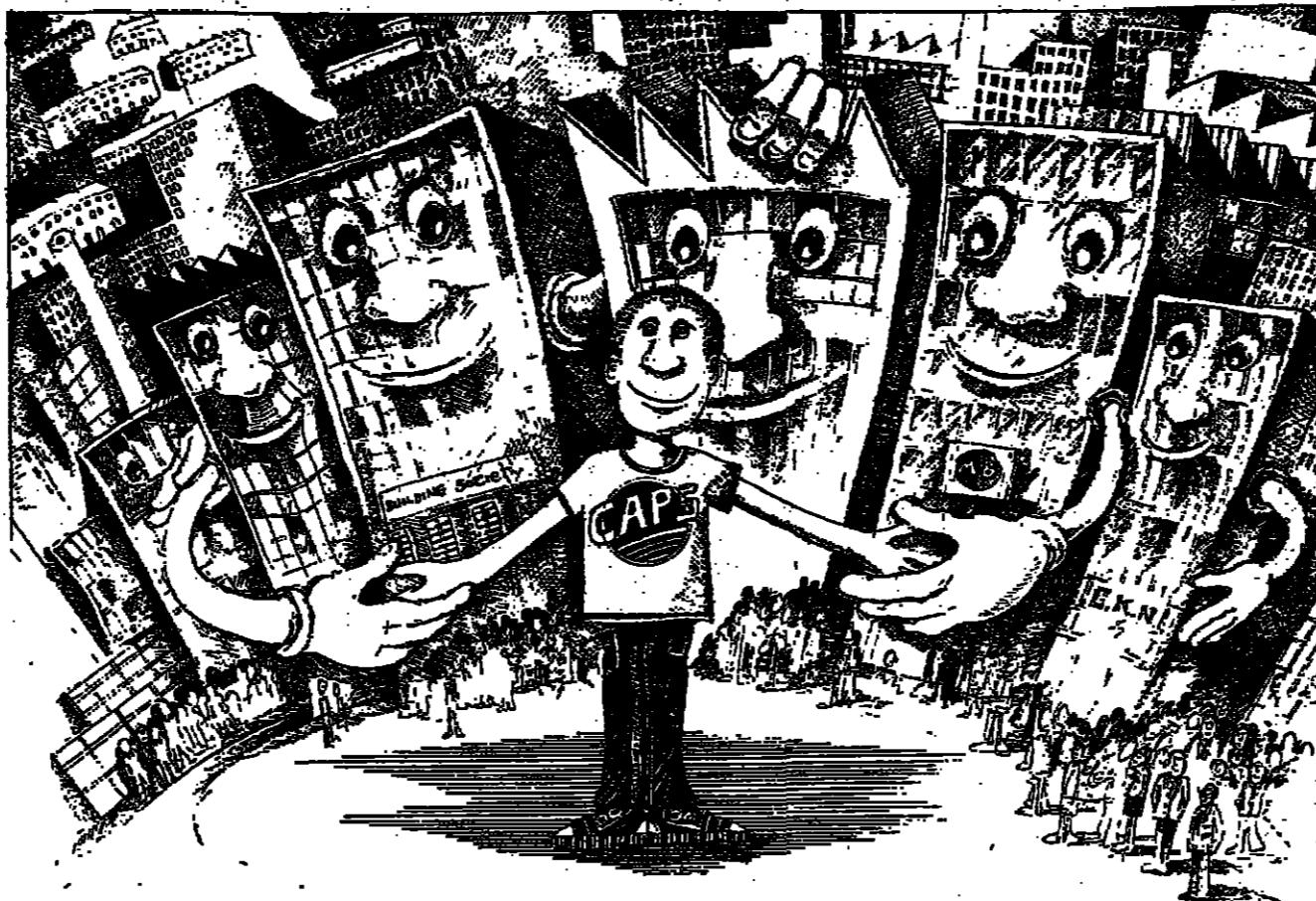
In practice, the take-up has been disappointing. A study produced by Incomes Data Services reported that three months after the introduction only 398 part-time jobs had resulted from 9,000 inquiries by employers. One company told IDS that it was put off the scheme because local colleges did not repeat "day-release" courses during the week. Since the company wanted job-seekers to go to college on their "non-working" days, only half of them could attend the most suitable courses. Other employers complained that participation would force them to recruit a lower calibre of applicant than they would normally.

Employers working collectively at grassroots, rather than head-office, level are much better placed not only to identify government assistance which relates to their area but also to resolve snags in its implementation. A guide compiled by Peat Marwick Mitchell has identified more than 300 different government grants which are available to companies.

In designing its New Enterprise Workshops scheme, which started at Toxteth, Liverpool, in May 1982, BAT Industries was able to build on the experience of other organizations, such as the British Steel Corporation, in encouraging businesses to develop by providing small, low-cost workshops. The unique contribution of the BAT Industries' Small Businesses subsidiary was to design a method of harnessing tax allowances and subsidies so as to make the workshop project virtually self-financing. By negotiating a lease-back arrangement with the Lombard North Centre Bank, BAT was able to offset its previously unused industrial building allowance against the £750,000 cost of converting an un-used dockyard shed into 60 small workshops.

Mr Alleyne Reynolds, managing director of BAT Industries Small Businesses, explains that while his company guarantees the rent to Lombard, this is covered by incoming rents from the tenants. Individual workshop rents are geared to the local going-rate but are offered on an "easy-in/easy-out" monthly basis so that tenants do not have to make a heavy financial commitment before they can set up in business. There are, moreover, on-site management services available that offer central security, cleaning, administration, marketing and other facilities.

Mr Reynolds and his colleagues have been sufficiently encouraged by their experiences



at Toxteth, which not only directly provides about 300 jobs but has also encouraged the local community to embark on a second scheme. This involves converting the disused Bon Marché department store at Brixton, London, into a mixed development of about 100 workshops, retail units and offices. The first units, located at the High Street front of the Brixton building, are scheduled to be ready for occupation in May and the rest later this year.

A video programme describing the workshop project was made by a Liverpool producing company and shown to BAT's own employees. However, it has proved so popular with external organizations, including the CBI-SPU unit, that a further 40 copies and an abridged version dealing specifically with financing have been made.

Measures to prevent collapses and methods of encouraging the growth of existing businesses are also being examined by the special programmes unit. "We have come across companies with thousands of pounds held on current account at the bank and earning no interest," Mr Cooke says, giving one example of unbusiness-like methods. Another he quotes is the works manager who does not even know where the heating boiler is located, let alone its energy consumption. "If we can save a single company with 150 employees from going under, we are achieving the equivalent of an entire new workshop project", Mr Cooke asserts.

A specific method by which large organizations may be able to help smaller ones is to releasing to them the fruits of research and development programmes on products which the originating companies find they cannot themselves manufacture economically.

A desire to help smaller organizations benefit from its £65m a year research budget prompted British Telecom to set up its technology consultancy scheme about two years ago. Still in an experimental stage, this makes material

Call in the flying squad

Business in the Community (BIC), backed by more than 60 organizations, two thirds of them mostly the big blue chip companies, was launched in early 1981 to give a lead to the local enterprise agency movement. This movement started in 1978, a response to the problem of unemployment and the need to promote businesses, particularly new ones.

Now there are about 150 around the country and Mr David Trippier, the Minister for Small Businesses, wants to see this number double, to about 300 within three years. Even though he believes the majority of agencies have been a success, with none so far fallen by the wayside, he is anxious about quality because he believes it is the effective agency which can be a leader in getting a community to pull itself up by its bootstraps. This ministerial drive behind the agency movement underlines the importance

Patricia Tisdall

Tapping local knowledge

The other question was to see how far employers could be encouraged to shoulder responsibility for local problems and, it was hoped, take more advantage of the MSC programme.

The first town studies showed what a wide discrepancy there was between localities. Forecasts of unemployment among school leavers varied between 42 per cent and 74 per cent – again emphasizing the need to tackle problems on a local basis. Localized community action programmes were seen as the catalyst in seeking answers to these problems.

Setting up such a programme was recognized as a time-consuming and exacting operation and certainly not a magic wand that would somehow bring instant results. The full commitment of key local businessmen was seen as crucial.

It meant squeezing every advantage out of the business contacts network of members of the CBI group's board and the top regional officials of the CBI. Staff in the field added their muscle to that of Mr Cooke and his London-based team.

The drive was to involve the key local managers running their own companies who could act decisively rather than attracting those with a softer focus such as representatives of national and regional organizations. This was not easy because such local managers were busy men.

It was seen as crucial that local authority chief executives were directly involved together with the MSO usually in the person of the regional manpower services director.

By mid-1982, with six local programmes started as well as three town studies made, the group had learned about setting up employer groups and managing them and was satisfied that the work was valuable if only as a support for the MSC. But Whitehall was already talking of developing the Youth Training Scheme, the successor to YOP, through a large number of local initiatives. The group demonstrated that it could show how this could be done.

This was the extra dynamic behind the subsequent growth of the programme and at the same time their aims were refined. The main vehicle was seen as a supervisory board, assessment of employer re-

of BIC whose chief executive, Mr Stephen O'Brien, sees it as "a kind of crusade for corporate social responsibility."

There are estimated to be some 1,700 companies, large and small, extending some form of help to enterprise agencies around the country. Usually local authorities are also involved although Mr Trippier has reservations about too dominant a role being played by them. If directors of agencies come from local government there is a danger of simply extending bureaucracy, he believes.

But in many agencies both big national companies and local companies second executives to help run agencies and often offer counselling help for new and expanding companies. It is a chance for younger executives to get wider experience and, for those nearing retirement, to pass on their experience and expertise.

A fresh spate of companies have been joining BIC in recent months, according to Mr O'Brien. About another 50 agencies are now in prospect, some at the discussion stage. He is nevertheless worried that some agencies could be facing difficulties. He said: "It is relatively easy for a new agency. There is great enthusiasm and everybody flocks round with support. But establishing agencies has clearly proved more glamorous than continuing support."

To help with this problem BIC has set up a unit which acts as a "flying squad" available by invitation to mount a special marketing campaign for individual agencies. But BIC has also warned the Government that, while attracting more companies to the cause can assist with funding, more resources are desirable from the private sector.

One channel is urban renewal money. BIC can also draw on a "pump priming" fund for current financial year. Up to £2,000 can go to assist a newly-formed agency, provided there is no other assistance from the Department of Trade and Industry. There is some financing possible for agency directors to attend a business school course and to put together publicity material.

The supply of able secondees also seems to be drying up, Mr O'Brien warns. This probably reflects the increased demands within the agency movement, he adds. A substantial proportion of secondments still come from not much more than a score of big companies. Enterprise agencies are playing an increasingly important role in rural areas as well as the more obvious focus provided

committed to achieving success

founded, as the CBI's report put it, "on the realities of the mid-1980s workplace" and looking to conditions likely to occur towards the end of the century.

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D.M.

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'Cheap labour' fear that won't go away

Youth training: where have the recruits gone?

The London Chamber of Commerce's youth training scheme, Enterprise Training, ought to have been a roaring success. Three training centres, staffed by full time professionals, were set up in Acton, Waterloo and Bethnal Green. They offered just the kind of skills now in constant demand: keyboard training, computer literacy, word processing, the fundamentals of import and export.

Last summer the chamber was planning for an autumn start, leading to a build up to 1,000 training places by June 1984: trainees would get 13 weeks of training at one of the centres and 39 weeks of work experience provided by London firms.

That was the theory. By now, 675 trainees should have been signed on. The scheme has attracted less than a third of that number. It is a pattern which is being repeated in many schemes around the country.

Staff at the chamber blame three main factors. First, children (and often their parents and teachers) think the scheme is just a variation of the old Youth Opportunities Programme, which provided no training and was treated by many employers as simply a means of getting cheap labour. Second, money: many school leavers feel they will get as much, or more, on the dole. Finally, there are more jobs available than was predicted (which may be good for those who get them but is not such good news for organizations setting up schemes at the behest of the Manpower Services Commission only to find that the demand is not there.)

Lindsay Phillips, seconded from IBM to help the chamber's effort, is disturbed: he believes that quite apart from those who are registered as still without work there are a great number

of children in London who have slipped through the net.

He says: "I don't know why we're not getting them but I suspect it's first of all because the young people don't know about it and their peer groups and the youth club leaders and I suspect a lot of the people in the school, particularly inner London Education Authority schools, are not in favour of it. There are some school people very interested, but generally the school people have been lukewarm."

Phillips contacted the CBI special programmes unit. It is still very early days, and Phillips and his staff do not think that the unit is some kind of cavalry which will ride to the rescue and solve everyone's problems overnight.

Phillips says: "One of the areas that they think they can help us in is to get the managing agents together to put pressure on the education authorities, to allow us access to the kids in the schools so we can provide them with the sort of information about what is available in YTS. We don't feel that either the youngsters or their parents have the information at the moment."

Paying money every day

Phillips is also pleased by the work being done by one of the CBI unit's secondees, who has been doing the rounds of the careers offices in London.

But he does not think these initiatives alone are going to turn around the situation overnight. He would also like help from the unit in getting a number of people on secondment to help directly with the chamber's programme.

What bothers James Cooke, the CBI unit's chief executive, is that if schemes are not filled quickly then many will lose too

much money to survive. Phillips does not think the chamber has reached danger point yet.

"We've already committed the resources in terms of premises, people and equipment. We've gone and bought all our equipment, rented out our premises, hired our staff to cope with the level of trainees we were expecting. We've made that commitment and we're paying money out now, every day; so every day that we're under strength on trainees we've got expenditure at the level we expected but we've only got an income at 30 per cent of that. This is obviously a cause for tremendous concern".

The chamber is now trying to attract employed youngsters under the YTS provisions on a day release basis; this would help to ease the financial position, but it is a far cry from the original intentions.

Cooke believes the London Chamber of Commerce's problems demonstrate the value of the CBI unit as a flexible group of trouble shooters. Staff he has asked to chew over the problem include secondees from the Midland Bank, Beechams, Unilever and BP.

Cooke also believes the chamber's experience provides a first class case history which will be valuable in a project which the CBI unit is planning for 1984. The unit had already become aware of the need to market directly to the young and their parents much more forcibly than has been done in the past and London has been chosen as a pilot area. It is coordinating a series of conferences involving the MSC, careers services, teachers, media representatives and local authorities for parents and school leavers. More than 100 will be held around the country throughout the year.

Malcolm Brown



Award for Community Action man

David Wright, who has just been awarded a 1984 Winston Churchill Travelling Fellowship, with Sharon O'Loughlin, a YTS trainee in the GKN computer centre, Bromsgrove. David Wright was seconded to the Special Programmes Unit in 1981 from GKN General Industries division where he was personnel director and chairman of four companies in the division. He is involved in encouraging community action programmes in Birmingham, Wolverhampton, Coventry and Lincoln, and the Travelling Fellowship is to visit Philadelphia, well known for its partnership between business and community groups, and three or four other Middle West industrial cities in the United States to look at problems of unemployment.

The debt owed to the Geordie at Vickers

Very significant progress has been reported by the major companies acting as management agencies in the Manpower Services Commission's Youth Training Scheme. Ironically, the success has come as no small surprise to those involved.

The progression has been such that of ten major companies contacted in a straw poll, all reported that since last September's intake they are actually having trouble filling the vacancies available and are having to advertise to attract youngsters into the scheme.

It has been two years since the scheme first began and companies like GKN, Vickers and its subsidiary Rolls Royce, Grand Metropolitan, Allied Breweries and Rank Xerox admit to approaching the whole project with some caution.

What has happened to make YTS one of the most enthusiastically supported schemes for youth, endorsed from both the management and the shop floor?

One of the most famous youth trainers in Britain is Les Allen at Vickers. He has been awarded an MBE for his work and is a down-to-earth Geordie to whom many eyebrows had been raised at Vickers when this chief executive, David Plastow, said that Vickers would begin by taking on some 500 youngsters, 250 on engineering courses, another 250 on work experience places and 50 at the Rolls-Royce plant at Crewe.

Mr Allen said: "So far 34 have already been snapped up for permanent jobs - in fact I've just heard that two more have got jobs today - and we're having some minor problems filling the vacancies." Local firms are approaching the management agents with specific job requirements and asking them to recommend youngsters who would be suitable.

While Mr Allen may be coy about Vicker's reputation for turning out high quality candidates the training school is frequently visited by school inspectors and career officers.

The youngsters are treated as adults. They work at a factory within a factory, and that achieves an important objective. They have a chance to

experience life as it really is, and so they can determine where they want their careers to go. Once having established some direction to their lives, they are more suitable for commitment to a job. A small firm does not therefore have to go through the time-consuming and costly business of hiring and firing until a suitable trainee fits in.

The scheme provides the flexibility necessary to enable young people to take the time to think about choice before they have to exercise it.

The current economic environment has done much to change attitudes and many of the high calibre young people going into the scheme finish it with a determination to return to school or to a polytechnic to receive further education. Within the engineering sector, companies were able to report some 15 students known to have gone back to full time education and to have subsequently obtained university places.

"The point is that we are able to gear the training to individual need", Mr Allen said. "The point is that we are able to gear the training to individual need", Mr Allen said.

"Many kids change their minds about where they want to be once they have a real-life experience. And I think that is where we progress to next."

Certainly careers officers find it easier to talk to and more realistic rather than having to deal with many of the childish fantasies still prevailing after finishing school. Ironically, the scheme has also managed to identify many practical skills that youngsters have that were not fully recognized within the educational system.

At GKN forges, Nigel Cook, their YTS manager, reports much the same story as Vickers. They have 160 apprenticeship places and last year were able to fill 83. Early leavers brought that number down to 64. Of the early leavers, nine obtained permanent employment with the small firms they were placed with, another five identified other training schemes in areas they decided they wanted to try for a career, and two decided that the skills they wanted could only be

obtained back at a full-time, further education course. There were only six drop-outs.

Mr Cook, who works in Bromsgrove, has also been able to place people in retailing, clerical, secretarial, engineering and manufacturing companies. The obligation to attend at least 65 days of a further education college does much to change attitudes towards education and the young people respond positively to managing their own bank accounts.

Several important factors emerge: the confidence of local small firms employing youngsters that have been trained or had work experience with a major company; the changing attitudes of the young people themselves to a work commitment; the flexibility the scheme provides in allowing the space for the young people to develop and make a choice based on experimental knowledge, and the positive benefits to employers of having employees with an ambition to get ahead.

Wayne Lintott

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We believe in educating British youngsters so that they can benefit and contribute to the future of British society.

That's why Rank Xerox is proud to be part of the Community Action Programme and, in particular, the Youth Training Scheme and CBI Special Programmes Unit.

By making a contribution now, we are investing for the future.

Finding thousands of jobs for school leavers isn't all beer & skittles



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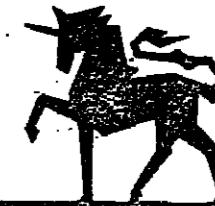
This year thousands more school leavers will be thrown on to the jobs market. This Company and many others throughout the UK are actively supporting the Youth Training Scheme which is trying to do something about the problem.

With the help of the CBI Special Programmes Unit we are doing what we can to assist in the further employment of young people and also the development of business initiatives.

There's a long way to go but we'll drink to achievements so far!

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Acorn plans to sell BBC micro abroad

By Andrew Cornelius

Acorn Computers expects to renew its lucrative contract to market microcomputers using the BBC name, with a new four year deal to be signed within the next three to four weeks.

Mr Christopher Curry, managing director of Acorn, said yesterday that the new contract will allow Acorn to sell the BBC microcomputer in overseas markets like India and China.

The BBC has earned about £7m from sales of the microcomputers over the past three years and will continue to receive royalty payments on future sales.

The BBC microcomputer accounts for about 80 per cent of Acorn sales, but the percentage will fall to nearer 50 per cent as sales grow of the new Electron microcomputer.

Production of the Electron will quadruple from 25,000 a month 100,000 units each

month by the end of the year to clear the backlog of more than 200,000 orders from shops for the £199 machine.

Acorn will continue to manufacture about 20,000 of the microcomputers, which cost £399 each, while a new business computer costing £21,000 will be launched this year.

Pretax profits in the six months to January 1 this year more than doubled to £5.21m from £2.04m the previous year. Turnover jumped from £14.39m to £40.4m.

The board has promised to pay a nominal final dividend, but no interim dividend will be paid.

The interim results include the £25,000 extraordinary cost of the company's launch on the Unlisted Securities Market last autumn. Mr Curry said that Acorn still intended to seek a full listing.

The president and chief executive of the new company, Mr Sven A. Kripke, said yesterday: "This combination is responsive to the changing pattern of the international marketplace in oil and gas production."

Production of the Electron will quadruple from 25,000 a month 100,000 units each

Pioneer rig designer in new group

By David Young

Energy Correspondent

Crest, the company which designed the first North Sea oil rigs and at one time employed 350 skilled engineers in Britain, is a partner in a new company capable of designing, building and operating offshore oil production facilities. Lummus Crest, the new company, combines two previous companies operated by Combustion Engineering of the United States.

Lummus, the Nottingham company, is a leading contractor in the oil and gas production and refining industry while Crest is concerned with design engineering.

Atlantic's chairman Mr John Foulston, said that £500,000 will be invested in the new operation in the first year. Tullett has made pretax profits from the business of about £100,000 on a turnover of £16 million, over the past two years.

The medical equipment market is at the same stage as the computer business ten years

Atlantic leasing spreads to health

By Gail City Staff

ago, said Mr Foulston.

The target will be to procure and arrange finance and provide technical and maintenance back-up for a wide range of equipment used in hospitals, dental practices, health centres and nursing homes. The equipment ranges from dentists' drills to X-ray scanning systems.

Atlantic will develop Tullett's existing contacts with manufacturers to build up the existing private practice market and also to break into the public sector through the Department of Health and Social Security. A change of attitude in the public sector had opened the way for leasing deals, said Mr Foulston.

The takeover of the Tullett business is Atlantic's second acquisition since the company gained its stock-market listing. Last November Atlantic bought Lion Systems Developments, a privately-owned communications company, for £1.4m.

BELL'S SCOTCH WHISKY

BELL'S

BELL'S SCOTCH WHISKY

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

The Revenue savages gilt-edged market

The Treasury and the Inland Revenue have combined to strike a sickening blow at the revenues of building societies. It will make the gilt-edged market throw up this morning and turn banks and other financial institutions pale with apprehension as they contemplate the Budget on March 13.

Without waiting for Budget ritual, the Revenue has blandly and out of the blue, informed building societies that with immediate effect they will be taxed at their special rate of 40 per cent on gains made in dealing in government and similar securities.

Building societies hold perhaps as much as a quarter of all short-dated gilt-edged stocks and significant amounts of later maturities. They have been a sturdy pillar supporting the market in government debt, to a role they have been encouraged to play not least by the official tailoring of issues to suit their particular requirements. For their part building societies have enjoyed the role. Though their capital gains are liable to normal capital gains tax, the maximum rate is 30 per cent, they have generally avoided paying any such tax by holding stock for more than a year when they automatically become exempt from CGT. Gains from gilts have been a splendid source of income expanding the funds for mortgage lending in secure and generally trouble free ways.

Building societies paid £117m in tax in the last year for which figures are available (1981-82). If the 40 per cent charge had been in force they would have paid an extra £120m.

The Revenue's decision, which is based on "legal advice" that gilt-edged gains are properly part of building societies' trading profits, brings them in line with the way banks are taxed on their gilts profits. The Revenue claims that its action has no implications for other institutions operating in the gilt-edged market. But it will have wide-ranging implications for both building societies and for the market in government stocks.

At the Abbey National, Britain's second biggest society, Mr James Tyrrell, general manager finance, said he had read the announcement with "total incredulity."

Bank has lessons for industry

Two blasts from the Bank of England on successive days are, to put it mildly, unusual. But there is a logical progression from the remarks made by the deputy governor on Wednesday to the governor's speech yesterday. Mr Christopher McManus was urging British companies to use their rebuilt profits wisely, by which he meant for productive investment rather than allowing costs to rise. Mr Robin Leigh-Pemberton, speaking to the National Association of Pension Funds, was urging institutional investors to use their influence on companies to ensure the same result.

Although yesterday's new figures for capital spending show marked improvement towards the end of last year, in manufacturing they are still historically low. To some extent this reflects the shift from manufacturing to services in the economy as a whole.

The governor's arguments yesterday concerned the role of shareholders in promoting industrial health. Through their influence on the membership of company boards, Mr Leigh-Pemberton said, with a side-swipe at EEC draft directives on the composition of company boards, the institutional investors can and

From tomorrow morning we are going to talking about a totally different strategy in the gilts market. We are not taking this lying down."

Abbey National made gains of £12m in 1982 and considerably more in 1983, while Nationwide made investment profits of £46.5m last year, largely free of tax. Halifax, the biggest building society, also announced recently that a large part of its surplus in the year to January 30 came from gilt-edged profits.

An angry Mr John Harvey-Jones, ICI's chairman, told *The Times*: "I think the market had

been off its rocker with forecasts of up to £700m. There was no way we could have made that, or anything like it. I am sorry, I have disappointed some of the starry-eyed optimists, but last year's result was a tremendous improvement and I am confident that we shall do well again this year."

However, to all but the most demanding the ICI results were excellent. Pretax profits rose from £259m to £61.9m on sales £898m higher at £2.56bn. The final dividend is 14p, making a total up from 19p to 24p.

Nevertheless the ICI share price was cut from 602p to 576p by mid-afternoon. The shares later recovered to 586p.

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However, to all but the most demanding the ICI results were excellent. Pretax profits rose from £259m to £61.9m on sales £898m higher at £2.56bn. The final dividend is 14p, making a total up from 19p to 24p.

Nevertheless the ICI share price was cut from 602p to 576p by mid-afternoon. The shares later recovered to 586p.

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FOREIGN EXCHANGES

Sterling closed above 1.46 dollars for the first time since November 30. 1.15 cents better than overnight at 1.4625, with increased Middle East hostilities again raising fears about oil supplies.

The pound's trade-weighted index closed at 82.7. Dealers said trade was hectic as speculators began to see attractions in sterling's petro-currency status, and joined corporate and commercial buyers covering short positions.

The dollar continued to slide despite the revision of the December US durable goods figures by 1.5 per cent, in addition to the expected January increase.

At one point the dollar dipped to 2.6430 marks before recovering to 2.6545, down 80 points on the day and 4% cents down against French francs at 8.17.

Closing below 3 guilders for the first time in many months at 2.9960, the US unit also slipped 35 points on Swiss francs at 2.865.

MONEY MARKETS

The Bank of England relieved a £40m shortage yesterday, although the market again struggled to find saleable paper.

The authorities provided £45m of assistance, with purchases of £162m of bank bills across the four hands, sale and repurchase arrangements, involving £251m of bills in next Monday, at rates of interest of 11% per cent, and £30m of late lending to the market.

Secured rates had stayed firm at 9 to 9½ per cent, until completion of the bank's programme of aid when houses were able to pick up funds as low as 5 per cent. Closing balances were mostly taken in a range of 5 to 7 per cent.

Taubman stays silent on Fraser bid

ACCOUNT DAYS: Dealings began, Feb 13. Dealings end today. Contango Day, Feb 27. Settlement Day, March 5.

Mr Alfred Taubman, the international art dealer and owner of Sotheby's auction house, refused to confirm or deny yesterday that he is the American investor preparing to make a takeover bid for the House of Fraser stores group.

From New York, Mr Bernard Winograd, the man close to Mr Taubman during the Sotheby bid, said: "There have been a number of stories and this has become the most prominent. We can neither confirm nor deny these suggestions".

House of Fraser shares dropped 6p to 286p yesterday on fears that 500,000 shares were overhanging the market. Fraser's price had been broken in new records earlier this week.

Mr Philip Hawley, of the retailing group Carter Hawley Hale has already denied his company might be interested in bidding. Mr Hawley is a former director of House of Fraser, but resigned in 1982.

Meanwhile, Mr Paul Spicer, a director of Lonrho, which owns just under a third of Fraser shares, said: "All we are saying is that we have had a number of people interested in our stake."

Favourite rumour in the market is that Lonrho will sell its Fraser stake to a potential Fraser predator in return for buying back the Harrods flagship store later on. Lonrho's price closed off the day's best at 101p.

Elsewhere, the long shadow of ICI dominated share prices.

The final pretax profits figure of £619m fell short of many optimistic predictions of up to £660m and the market reacted accordingly, wiping 26p off the shares at one stage, before they rallied on cheap buying to close a net 16p down on the day at

586p. Dealers reported only light selling from New York.

A rise of £22.6m to £124.6m in half-year profits from Plessey did little to help sentiment. Shares of Plessey ended the day 14p lower at 206p as one nervous seller unloaded two million shares.

In the event, most leading industrials were marked lower, although selling pressure was described as light with institutional investors still making up their minds as to the marker's next move. The FT Index closed above its worst level of the day 9.5 down at 806.9, while the Stock Exchange Index of 100 leading companies lost 11.3 to 1031.7.

It has been a good account for shares of Redfern National Glass, the glass and plastic container maker, which rose another 3p to 101p yesterday - for a rise on the account of 14p. Apparently two investors have bought stakes of just under 5 per cent each. Mr John Pratt, chairman and managing director, says he will continue to keep a close eye on the share register.

Government securities spent another quiet day still worried by uncertainty over US interest rates and the American economy. Prices barely stirred from overnight levels with the FT Government Securities Index closing unchanged at 82.96.

However, the weaker dollar prompted further demand for gold with the bullion price increasing Wednesday's gains to likely to remain dull in 1984. Investors should be cautious of growth and both markets are likely to remain dull in 1984.

The increased fighting between Iran and Iraq enabled oil shares to rally from a weak start, but prices never recovered

especially if the US economy takes a step backwards in 1983, de Zoete adds. Distiller shares look fairly valued at current levels with the prospective yields of 7.7 per cent limiting risk, but renewed weakness in the dollar could be bad news.

Shares of Norfolk Capital Group, the hotel chain run by Sir Maxwell Joseph's widow, retreated another 3p to 71p following denials from Mr John Lougray, managing director of Stakis, that the group was increasing its stake. Mr Lougray told shareholders at the Stakis annual meeting in Glasgow: "There is very little to say. The rumours are just not true".

Anglo United, the Toronto open cast coalmine, continues to lay the foundations for its London listing now expected in June. Today Mr David McElroy, president and chief executive, is meeting a handful of institutions at the offices of the stockbroker Williams de Bore. The shares unchanged at 52p, against a high of 90p, are capable of touching 70p before the listing dealers say.

Falls were also seen in BICC, 7p to 251p; BTB, 6p to 420p; Blue Circle 3p to 41.5p; Boots 1p to 172p; Bowater 3p to 358p; Courtaulds 2p to 138p; GKN 6p to 198p; Glaxo 13p to 740p; Grand Metropolitan 9p to 340p; Imperial Group 2p to 141p; Lucas Industries 3p to 210p; Thorn EMI 7p to 617p; Transvaal Forte 3p to 211p and Vickers 1p to 135p.

Distillers slipped 1p to 256p following a gloomy picture of prospects painted by broker de Zoete & Bevan. Demand in both the US and Japan has improved, but could not be described as a resumption of growth and both markets are likely to remain dull in 1984.

Investors should be cautious of increased exposure to the fragile US market which the acquisition of Somerset would bring.

Stakis is known to be keen to expand its interests in London and the south-east and already owns a 6.65 per cent stake in Norfolk, but says it is not the buyers of Kennedy Brookes' 7.3 per cent sold earlier this week. Stakis announced this week that it had bought the three-star Grosvenor Hotel in Edinburgh for an undisclosed sum.

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especially if the US economy takes a step backwards in 1983, de Zoete adds. Distiller shares look fairly valued at current levels with the prospective yields of 7.7 per cent limiting risk, but renewed weakness in the dollar could be bad news.

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Hestair takes over two job agencies

Quarry, near Cardiff, acquired from British Steel.

● Foreign and Colonial Investment Trust Britain's oldest investment trust and with total net assets of £465m, the largest company within the Foreign and Colonial Management Group, achieved a 34 per cent increase in net asset value per share, to 142.3p over the 12 months ended December 31 1983. Total revenue last year rose from £14.48m to £18.51m.

The directors are recommending a final dividend of 1.625p per share which, together with the interim dividend, makes a total for 1983 of 2.375p per share - a 6 per cent increase over 1982 and the thirteenth consecutive annual increase.

● Guildhall Property: Half year to Dec 31, 1983. Figures in £000. Pretax profit on ordinary activities £112 (555). Guildhall is now a subsidiary of Slough Estates.

● Jebens Drilling: Results for 1983. Figures in £000. Turnover 57,427 (£59,424). Pretax profit 14,199 (19,428). No final dividend is being paid, so cutting the year's total from 17.5p to 3.5p a share.

● Ward Holdings: Year to Oct 31, 1983. Figures in £000. Turnover 18,109 (13,103). Pretax profit 2.71 (4.36). Total dividend 5.19p (4.2p).

● Saxon Oil: Half-year to Dec 31, 1983. Turnover £139,000 (£41,000). Pretax profit £422,000 (£85,000).

● Scottish Investment Trust: Pretax revenue for three months to Jan. 31, 1984. A limestone deposit at Creigiau

£1.31m (£1.5m).

WALL STREET

	Feb 22	Feb 21	Feb 22	Feb 21
AMP Inc	148	135	PPG Ind	285
Allied Chem	48	45	Pitt. Steel Corp	270
Allied Clairol	152	145	Ford Motor Co	365
Allied Eng	225	215	GTE Corp	365
Allied Int'l	225	215	RCA Corp	315
Allied Tech	225	215	Hermes Ind	300
Am. Brand	51	51	Imperial Mills	285
Am. Broadcast	51	51	Int'l Bus. Mktg	285
Am. Cyanamid	51	51	Kodak	275
Am. Home	51	51	Gen. Tire	275
Am. Int'l Res	51	51	Gen. Paper	275
Am. Standard	225	215	Gen. Steel	275
Arco	152	145	Gilfert	275
Armco Steel	152	145	Goldfield	275
Armco Steels	152	145	Goodyear	275
Armold Off	225	215	Grange Buck	275
Arthur Andersen	225	215	Haas Mill	275
Avco Prod	225	215	Hannay Corp	275
Banff Tel	152	145	Hawaiian Corp	275
Bank of America	225	215	Gulf & West	275
Bank of NY	225	215	Hawthorne Corp	275
Bank of RV	225	215	Hewitt	275
Bankers Trust	225	215	Honeywell	275
Bethlehem Steel	225	215	Interstate	275
Borden	225	215	Inland Steel	275
Brown & Root	225	215	Int'l Harvester	275
Bristol Myers	225	215	Int'l Paper	275
Brown & Root	225	215	Irving Bank	275
Burlington Ind	225	215	Jewel Co	275
Burnham Corp	225	215	Johnson & Johnson	275
Campbell Soup	225	215	Kent-McCoy	275
Caterpillar	225	215	Kerry Clark	275
Central Soya	145	145	K-Mart	275
Chase Manh	225	215	Kroger	275
Chase Manh NY	225	215	Lack Corp	275
Chrysler	225	215	Lamb Corp	275
Citron	225	215	Lazard Frères	275
Clare Equip	225	215	Levitt Corp	275
Colgate	225	215	Lever Bros	275
Columbia Gas	225	215	Liberty Corp	275
Combustion Eng	225	215	LTV Corp	275
Comcast Corp	225	215	Unisys Corp	275
Comsat Corp	225	215	Universal Oil Prod	275
Continenal Corp	225	215	Universal	275
Curting Glass	225	215	Vaca Corp	275
Cutter Corp	225	215	Varian	275
Cutter Int'l	225	215	Vertec	275
Dart & Kraft	225	215	Texas	275
Delta Air	225	215	Textron Corp	275
Desjardins	225	215	Textron Utilities	275
Disney	225	215	Thermal Corp	275
Dresser Ind	225	215	TWA	275
Duke Power	225	215	U.S. Carbide	275
Eastern Air	225	215	U.S. Gypsum	275
Eaton Corp	225	215	Universal	275
Eastman D	225	215	Vertec	275
Exxon Corp	225	215	Watson-Cammis	275
Fireside	225	215	Warren Lamb	275
FMC Corp	225	215	Westinghouse	275
Fujitsu	225	215	Westinghouse Elec	275
Fujifilm	225	215	Whittemore	275
Fujitoro Corp	225	215	Woolworth	275
Fujicorp	225	215	Worrell Corp	275
Fujichrome	225	215	Wruck Corp	275
Fujicolor	225	215	Xerox Corp	275
Gen. Elec	225	215	Zimmer Corp	275
Gen. Elect	225	215	Zinc Corp	275
Gen. Elec Int'l	225	215	Zinc Corp	275</td

Andrew Cornelius reports on GKN's bid for AE

Monopoly ruling could shape future of components industry

The next test of Britain's inconsistent competition policy will come with the decision whether to allow Guest, Keen & Nettlefolds to pursue its take-over attempt for the rival Midlands motor component manufacturer AE (formerly Associated Engineering).

The Monopolies Commission report on the takeover will be delivered to Mr Norman Tebbit, Secretary of State for Trade and Industry, any day now. His recommendation will follow next month.

Meantime, the leading companies in Britain's 1984-style loans and fitter motor components industry await what they regard as a long overdue statement from the Government on main way ahead. Sir Trevor Holdsworth, chairman of GKN, sees the report of the Monopolies Commission, and the Trade Secretary's response as crucial for the survival of an industry still smarting from the recession.

The shakeout by component makers has seen an average 40 per cent cut in workforces between 1980 and 1983, and brought companies like Dunlop to their knees.

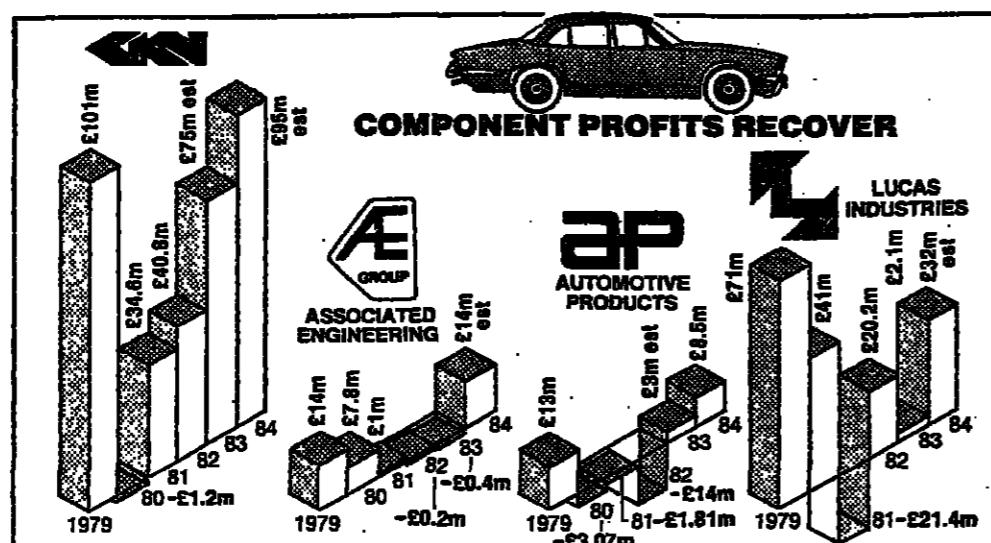
The process has cost GKN alone £200m. For that, the group was able to pay off half its workforce, bringing the number of British employees down to 35,000 and also to change the identity of the group. It is now firmly entrenched as an automotive company and no longer dependent on its broader-based steel, nuts and bolts and engineering businesses.

At AE Automotive Products, Lucas Industries and smaller companies like Armstrong Equipment the story is much the same. AE's workforce is down by nearly half to 16,000 people. Automotive Products has reduced its British workforce by more than 30 per cent to 8,700 people. Lucas has given warning that it must continue to cut jobs despite the draconian measures taken already and, at Armstrong, two years of rationalization have reduced the workforce by half, to 4,100 people.

The effect on company balance sheets has been devastating. GKN plunged to losses of £1.2m in 1980 against pretax profits of £12m the previous year. The mighty Lucas Industries group, Britain's largest motor components group, last year made losses of £17.2m on components turnover of nearly £1 billion.

At the same time millions of pounds were wiped off the market capitalisation of the motor components sector, leaving companies like Dunlop vulnerable to any group wanting to build up a stake in a buyers' market.

Smaller companies like Armstrong, which manufactures exhausts and suspension struts, were available last year at about £6m, if judged by their market capitalization. Even at today's share levels the company is valued at little more than £1.2m. And in a recent report of the Lucas group, the brokers Phillips and Drew noted that Lucas is valued at less than twice its



annual spending on research and development.

Yet despite the problems, there are signs that the British motor components industry is moving out of the disaster zone. Leading companies are beginning to move out of recession and analysts are forecasting improved profits in the current year in virtually every instance.

Sentiment was helped by the boom in car sales after the introduction of the A-plate registration last autumn. But increasingly the success of individual companies is being judged on their ability to penetrate overseas markets. For Automotive Products, which returned to the black at half way stage last year with pretax profits of £1m after losses of £14.1m in 1982, the turning point may have come with the announcement of a £15m-a-year contract to supply clutches and brakes to Fiat in Italy.

Car components industry shows signs of moving out of disaster zone

Most of the parts will be supplied from a factory built by AP at Savona, in north-west Italy. But Mr George Pears, the chairman, says the contract is an essential part of AP's strategy to raise revenue from abroad from 33 per cent to 50 per cent over the next five years.

Armstrong Equipment is also looking for increased profits from abroad, after clinching a deal to supply shock absorbers for a new Volkswagen car to be built in China. The contract could add £1m to profits over the next seven years and will help the company's return to profitability after losses of £1.1m in the year to last July.

The shakeout in the British market also helped to pave the way for the deal by Lucas Industries and Smiths Industries to establish a joint-venture automotive electronics company, Lucas Electrical Electronics & Systems. The new company began trading last April with an anticipated

annual turnover of about £120m and 7,000 employees. The aim is to exploit a European market for electronics components worth £600m this year and likely to grow 30 per cent each year until the 1990s.

The deal sets a useful precedent for GKN in its campaign to win clearance for the AE takeover. Together, Lucas and Smiths have more than 75 per cent of the British market for automotive electronic components like ignition equipment, instrument systems, and display panels and engine management systems. But the new company was established with the support of the Department of Trade and Industry - in the shape of research grants - on the grounds that its share of the European market would be only 20 per cent.

Sir Trevor Holdsworth is puzzled by the apparent change of heart at the DTI in referring the bid for AE for investigation by the Monopolies Commission. Previously the DTI had encouraged any moves to strengthen the British motor components industry so that it could compete on equal terms in a wider market place, he says. In the depths of the recession, the Government had been a prime mover in bringing about the type of deal proposed by GKN, he suggests.

A merger of GKN and AE clearly warrants an investigation in terms of the monopoly it would create in the supply of bearings, pistons and cylinder linings in Britain. Sir Trevor believes the Government is taking the opportunity to investigate once and for all the merits of defining the market place in European or world terms, rather than purely British.

In some respects he believes GKN has also suffered from changes at the level of secretary of State and top civil servants at the DTI. Almost overnight, years of close contact between GKN and the DTI were broken. The Government appeared to blow cold on its previous enthusiasm for creating a strong British motor components industry, possibly to be encouraged with the carrot of Government aid for restructuring.

Sir Trevor says that if the merger does not go through, GKN will explore alternative strategies to strengthen links with foreign component manufacturers and invest resources outside Britain. The Government has to decide whether in the long run this will make the British market more competitive, or less.

THE SCOTTISH MUTUAL ASSURANCE SOCIETY

109 St Vincent Street, Glasgow G2 5SW

NOTICE IS HEREBY GIVEN that the 101st Annual General Meeting of the Members of The Scottish Mutual Assurance Society will be held in the Central Hotel, Gordon Street, Glasgow, on Wednesday 21st March 1984 at 12.15 p.m. to approve the Accounts, Balance Sheet and Report of the Directors and Auditors, to re-elect Directors and to fix the remuneration of the Auditors.

Prints of the Society's Annual Accounts and Balance Sheet and Directors' Report can be obtained by Members at the Head Office of the Society or at any of its Branch Offices.

A Member of the Society entitled to attend and vote at any General Meeting may appoint another person (who need not be a Member of the Society) to attend and vote instead of him. Proxies must be lodged at the Head Office of the Society not less than 48 hours before the time for holding the Meeting.

The attention of Members wishing to attend is drawn to Regulations 5, 23 and 24 of The Scottish Mutual Assurance Society Act 1952.

By Order of the Board,
W. McCORKINDALE, Secretary.

Base Lending Rates

ABN Bank	9%
Barclays	9%
BCCI	9%
Citibank Savings	10.4%
Consolidated Crds	9%
Commerical Trust	9%
C. Hearn & Co	9%
Lloyds Banks	9%
Midland Bank	9%
Nat Westminster	9%
TSB	9%
Williams & Glyn's	9%

* Mortgage Rate Basis.
† 7 day deposit rates of under £10,000, over £10,000 up to £50,000, over £50,000 and over £100,000.

ICI in 1983 Good profits recovery- dividend up

The Board of Directors of Imperial Chemical Industries PLC announce the following trading results of the Group for the year 1983 subject to completion of the audit, with comparative figures for 1982

ICI Group financial highlights

'Group' means ICI and its subsidiaries. £m means millions of pounds sterling.

	1983 £m	1982 £m
Sales to customers outside the Group		
Chemicals - UK	2,184	2,030
- overseas	5,264	4,402
Oil	808	926
Total turnover	8,256	7,358
Trading profit	693	366
Profit before taxation	619	259
Net profit attributable to parent company, before extraordinary items	397	145
Earnings (before extraordinary items) per £1 Ordinary Stock	65.3p	24.2p
Dividends per £1 Ordinary Stock	24.0p	19.0p

Trading results for the first quarter of 1984 will be announced on Thursday 26 April 1984.



Imperial Chemical Industries PLC

STC names main board newcomers

Standard Telephones and Cables: Mr John Cottrell, managing director of STC Telecommunications, and Mr Jim Utterton, managing director of STC Communications International, have joined the main board.

Holt Lloyd: Mr C. R. Hunt has resigned from the board of Holt Lloyd International but joins the board of Holt Lloyd Ltd, the group's main British subsidiary next Monday, as director in charge of product distribution and administration.

Pork Farms: Mr Mike Wyatt is now sales and marketing director.

Frizzell Group: Mr K. B. Olson, managing director and chief executive of F. Bolton (Holdings), has joined the board.

Mr Celia Storm (above) has now joined the board of Guinness Brewing as personal director.

Credit Commercial de France (Securities): Mr Alain Fiorio, managing director and chief executive of CCF (Holdings), has been appointed managing director and chief executive.

Rank Hovis McDougall: Mr Patrick Best has become a non-executive director.

W. S. Atkins Group: Mr Joe Vincent has joined the board of Atkins Inspection Services and Mr Graham Law the board of Atkins Laboratories.

Associated Newspapers Group: Major-General P. Blunt becomes a director.

Bath and Portland Group: Mr G. J. Robinson has joined the board.

GW & Daffus Group: Mr John Barnes, a director, has been made deputy chief executive on his retirement in June.

Mr Windthrop Wyman has joined the board, responsible for group activities in the US.

Angle Nordic Holdings: Mr Tony Bell, director and general manager of Standen Engineering, is appointed managing

director of Standen. Mr Leonard Mansley, Mr Keith Langley, director and general manager, is made managing director.

Atkins Brothers (Gibraltar): Mr Chris Gregory, sales and marketing manager, becomes

and Ms Maureen Goldsmith, accounts office manager, is appointed administration director.

Bath and Portland Group: Mr G. J. Robinson has joined the board.

GW & Daffus Group: Mr John Barnes, a director, has been made deputy chief executive on his retirement in June.

Mr Windthrop Wyman has joined the board, responsible for group activities in the US.

J. W. Spear & Sons: Mr Cyril J. Jones has been appointed a director.

Commercial Union 12 MONTHS REVIEW

to 31st December 1983

The Board announces an unaudited operating profit before taxation for 1983 of £9.3m (1982 £21.5m). This result is after making a special provision of £50m (£34.5m) and a reinsurance arrangement in the United States described below which we consider prudent in view of contingencies that may arise in the otherwise uncertain conditions there. The results reported in sterling were £10.3m less than they would otherwise have been because of changes in exchange rates.

Adverse weather affected most major territories and a break-even result was produced in the last quarter before the impact of the special provision in the United States.

There continues to be substantial potential for improvement in our results arising from all the remedial action that has been taken in the last two years.

Allowing for taxation (which reflects releases from prior year provisions) and minorities and taking account of realised investment gains, the profit attributable to shareholders was £22.0m (1982 £34.6m), before the balance of life profits 1979/81 and reorganisation costs amounting in total to £15.3m.

1983	1982
£m	£m
PREMIUM INCOME	
Life	400.8
Non-life	1,884.2
	1,808.0
Total	2,285.0
	2,178.1

The published profit and loss account will be presented to show overall investment gain and loss, and to include realised investment gains (shown above) as part of the profit attributable to shareholders. Additionally, in the Netherlands all investment income earned on shareholders' funds in the life company is now reported under life profits, whereas previously it was included with investment income. The effect of this change is to increase life profits and reduce investment income by £0.3m, with 1982 being adjusted accordingly by £7.4m.

Premium income World-wide non-life premium income showed a significant increase and investment income in foreign currencies increased in value due to the depreciation of the pound sterling. Non-life premiums in the United States increased by 14% and investment income by 10%.

Investment income Investment income net of loan interest increased by 27%. After allowing for the effect of changes in rates of exchange, the underlying increase was 29% (1982 16%).

United States

In the United States, non-life premiums rose by 14% in local currency (1982 increase 8%), reflecting the loss of reinsurance resulting from the implementation of strict underwriting standards. The statutory operating ratio was 128.9% (1982 120.7%) made up of a claims ratio to earned premiums of 88.6% (86.0%) and an expense ratio to written premiums of 34.5% (34.5%). These ratios reflect the special additional insurance of £50m referred to above. Weather losses were an even larger percentage in 1982 and included hurricane Alicia, which caused a loss of over £7m, together with substantial winter losses in Detroit. Commercial lines experience continued to be adverse, but personal lines showed improved experience.

As well as making direct additions to provisions for outstanding claims in 1983 we have further strengthened our position by means of a reinsurance arrangement. We have bought aggregate excess of loss reinsurance cover of \$200m at a cost of \$98m, which has enabled us to increase the proportion of outstanding claims by \$100m. This reinsurance, the cost of which has been charged to incurred claims has had no effect on 1983 earnings but future investment income will be reduced because the cash paid at the end of 1983 for reinsurance will not reflect invested funds, including this \$100m and the \$50m referred to above, the total amounts available to cover claim development in the United States have effectively increased by 15% in 1983, a year in which premium income fell by 10%.

United Kingdom

In the United Kingdom, adverse trading conditions due to excess rainfall continued throughout the year. The deteriorating experience in the commercial classes improved in 1983, but the early promise of an improvement in the domestic classes, based on mild weather in the first part of 1983, was not sustained partly as a result of adverse weather later in the year. Non-life premium growth was 9% (1982 9%).

Netherlands

Doctor's duty to inform patient of risk

Sidaway v Board of Governors of the Bethlehem Royal Hospital and the Maudsley Hospital and Others

Before Sir John Donaldson, Master of the Rolls, Lord Justice Dunn and Lord Justice Browne-Wilkinson.
Judgment delivered February 23]

The definition of the duty of care of a doctor regarding the disclosure of information to his patient was a matter for the law and the courts. The duty was fulfilled if the doctor acted in accordance with a practice rightly accepted as proper by a body of skilled and experienced medical men.

The Master of the Rolls so stated when the Court of Appeal in reserved judgments dismissed the appeal of the plaintiff, Mrs Amy Doris Sidaway, of East Dulwich, London, from My Justice Skinner's dismissal on February 19, 1982, of her claim for damages for personal injuries and loss as a result of an operation carried out by Mr Murray A. Falconer, deceased, in the course of his engagement as a neuro-surgical consultant with the Governors of the Bethlehem Hospital and the Maudsley Hospital, the first defendants.

The second defendants were sued as the executors of Mr Falconer.

Mrs Sidaway had claimed that the operation which had been proposed to, accepted and undergone by her carried an inherent specific risk of damage to the spinal cord which it had been the defendant's duty to disclose to her; that she had not been informed of that risk; that she would not have consented to the operation had she been told the existence of the risk; and that during the operation a supply of blood to her spinal cord was obstructed and she suffered damage.

Leave was granted to appeal to the House of Lords.

Mr Leslie Joseph, QC and Mr Gerald Rabie for the plaintiff. Mr Adrian Whistfield, QC and Miss Nicola Davies for the defendants.

The MASTER OF THE ROLLS said that medicine was not, and could not be, an exact science. Despite the exercise of the best skill, things could go wrong as they had in the case of Mrs Sidaway. She underwent an operation for the relief of pain and ended up severely disabled.

The issue was whether she should have been more fully informed of the risks before she agreed to the operation.

The judge had held that if she had been given full information she would not have agreed to undergo the operation. But he also held that she had been told as much as any patient would have been told by many responsible skilled and experienced neuro-surgeons. That, he held, was all in favishe was entitled to expect and he dismissed her claim.

In 1982 Mrs Sidaway injured an elbow and, as a result, suffered persistent pain. When that had been relieved she experienced pain in her neck and right shoulder.

She was referred to Mr Falconer, a neuro-surgeon at the Maudsley. He correctly diagnosed a narrowing of the spinal column between the fifth and sixth vertebrae. An operation in December 1980 was successful. Mrs Sidaway described Mr Falconer as "a man of very, very few words".

In 1973 the pain recurred and Mr Falconer invited her to attend his out-patient clinic. He decided to do a further operation which took place in October 1974.

The operation consisted of a laminectomy of the fourth cervical vertebra and a facetectomy or foraminectomy of the disc space between the fourth and fifth cervical vertebrae.

The Judge had found that the operation "carried an inherent risk that, even if the surgeon exercised proper care and skill, the spinal cord could be damaged . . . the risk was a material one, . . . a 1 to 2 per cent risk of ill effects ranging from the mildest to the catastrophic".

In *Reid v Hughes* the Supreme Court of Canada rejected the concept that an uninformed consent to surgery was not valid consent.

His Lordship had said that as a matter of English law a consent was not vitiated by a failure on the part of the doctor to give the patient sufficient information before the consent was given. The only part of the consent was the part of the consent which was obtained by the doctor.

The fact that in the event he had been proved wrong did not prove that he was negligent. His Lordship had the same view.

His Lordship would dismiss the appeal.

that what was required to avoid a charge of assault or liability for trespass to the person was a consent based on knowledge of all the facts relevant to the formation of an intelligent and informed consent.

The starting point of the leading authority *Canterbury v Spence* (1972) 464 Fed Rep 2nd 772 was expressed to be the concept, fundamental in American jurisprudence that "every human being of adult years and sound mind has a right to determine what shall be done with his own body".

In *Reid v Hughes* the Supreme Court of Canada rejected the concept that an uninformed consent to surgery was not valid consent.

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His Lordship would dismiss the appeal.

Mr Falconer had acted in accordance with a practice accepted as proper by a body of skilled and experienced medical men. The question was whether it was a proper practice.

He had regarded the possibility of spinal cord damage as too remote to form any part of the basis of a judgement by Mr Skinner as to whether she should accept the treatment recommended by him.

The fact that in the event he had been proved wrong did not prove that he was negligent. His Lordship had the same view.

His Lordship would dismiss the appeal.

LORD JUSTICE DUNN, concurring, said that he did not believe that there was a separate and distinct duty ancillary to the doctor's general duty of care, to give the patient sufficient information before the doctor treated patients and not diseases.

The nature of the warning and decision whether there was to be a warning formed part of the overall clinical judgment of the doctor which could only be tested by applying the standards of the profession.

The court should not interfere unless the clinical judgment of the doctor fell below the generally accepted standards of the profession.

That being a matter of professional judgment the balancing of risks and benefits must be determined according to the *Bolam* test with one practical distinction.

Questions of disclosure were to be decided by reference to the practice of the profession save where that practice did not rely on the circumstances of the particular patient. It was important that the law should establish that there was a *prima facie* duty to inform.

Solicitors: Armstrong & Co, Forest Hill; Le Brasleur & Bury.

In *Sutton v Secretary of State for the Environment* (The Times, February 23) the second clause of the second paragraph of Mr Justice McCullough's judgment should have read "sections 17(7), 14(1) (4)(b), 16(1), (2) strongly suggested that it should".

The principal effect of accepting the proposition advanced for the plaintiff would be likely to be an increase in the number of claims for the plaintiff in particular circumstances.

The general duty of a doctor to disclose information to his patient was to take such action by way of giving or withholding information as was reasonable in all the circumstances of which the doctor knew or ought to have known, in respect of the patient's true wishes, with a view to placing the patient in a position to make a rational choice whether or not to accept the doctor's recommendation.

The definition of the duty of care was a matter for the law and the courts who could not stand by if the profession, by an excess of paternalism, denied their patients a real choice. The law would not permit the medical profession to play God.

The test was to add just one qualifying word ("rightly") to the law as the judge summarised it: "The duty is fulfilled if the doctor acts in accordance with a practice rightly accepted as proper by a body of skilled and experienced medical men".

A share transfer in breach of a pre-emption provision in the articles of a company was an effective transfer, although unchanged until registered.

Mr Justice Vinelott so held in a reserved judgment in the Chancery Division granting the plaintiff, Mr Colin Charles Tett, a declaration that the transfer of 90 shares in the Phoenix Property & Investment Co Ltd to him was a valid and lawful transfer which passed the property in the shares to him and that he was entitled to be registered in the company's register of members as the holder of the shares.

The defendant company had submitted that the transferor and transferee did not have the right or interest.

Mr Justice Vinelott held that the transfer was wholly void and ineffective.

Mr Tett had submitted that the transfer was void from the moment of its existence did not become a valid transfer because the pre-emption provisions were subsequently complied with. He based that submission on *Hunter v Hunter* (1936) AC 223.

Solicitors: L O Glinster & Sons, Eastgate; Hewitt Woolacott & Chown.

Wembley bingo bonanza was in breach of Gaming Act

Lock v Rank Leisure Ltd

Before Lord Justice Watkins and Mr Justice Taylor
[Judgment delivered February 23]

A club could not lawfully carry on gaming in respect of which money, apart from the state hazard, was charged on premises which were not licensed under Part II of the Gaming Act 1968 unless they were its own premises.

Mr Justice Taylor, delivering a reserved judgment of the Queen's Bench Divisional Court, so held, allowing an appeal by way of case stated by Brian Lock against a club which had disregarded the possibility of spinal cord damage as too remote to form any part of the basis of a judgement by Mr Skinner as to whether she should accept the treatment recommended by him.

The fact that in the event he had been proved wrong did not prove that he was negligent. His Lordship had the same view.

His Lordship would dismiss the appeal.

LORD JUSTICE BROWNE-WILKINSON, also concurring, said that there was no ground in English law for extending the limited doctrine of informed consent outside the field of property rights.

The only example of the extension of fiduciary duties to other fields was the decision of the House of Lords in *Hesley Byrne* case (1964) AC 465.

Liability in negligence depended on the duty of care to be observed by the defendant; not on the rights of the plaintiff, other than the right not to be negligently injured.

The assumption of the role of advisor carried with it the duty to disclose material and unusual risks.

The proof of the performance of the duty was of practical importance. The crucial question was whether the steps taken were in all the circumstances reasonable.

That being a matter of professional judgment the balancing of risks and benefits must be determined according to the *Bolam* test with one practical distinction.

Questions of disclosure were to be decided by reference to the practice of the profession save where that practice did not rely on the circumstances of the particular patient. It was important that the law should establish that there was a *prima facie* duty to inform.

Section 40, as amended by the Gaming (Amendment) Act 1973, provides: "(1) This section applies to gaming to which (a) is carried on as one of the activities of a club or a miners' welfare institute, whether under Part II or Part III of this Act or in a charge of money was made in respect of that gaming, contrary to section 8 of that Act.

On June 6, 1982, the southern regional final took place at the conference centre, which was not licensed or registered under Part II of the 1968 Act. Only those with vouchers could take part and they were not paid a fee. Prizes totalling £25,000 were distributed, including a first prize of £20,000.

Section 20(8) of the 1968 Act prohibited the awarding of such a prize for gaming on premises licensed under Part II of the Act.

The defendant company had contended that section 40 applied to the regional final and that section 39 therefore did not apply to it. If that were right it would drive a coach and horses through the controls of the Act for the regulation of commercial gaming and would create a new field of such gaming outside the categories specified in section 10(3) of the 1968 Act which

section applies, if the charge is made in respect of that person for the right to take part in such gaming on any one day does not exceed . . . sum . . . as may be specified in an order made by the secretary of state [§1].

.. includes power to specify - (a) in the case of gaming carried on as an activity of a members' club or a miners' welfare institute, a sum different from that applicable to the case of gaming carried out as an activity of another club; and (b) in the case of gaming which consists exclusively of playing bridge or whist . . . a sum greater than that payable in all other cases.

Section 40 was not intended to apply in such a case as this. The Act, as a whole, was concerned with premises, and so the reference to registration in section 40 meant registration in respect of the relevant premises. It was plain from the scheme of the Act that "club" in section 40 included its premises. Reference to the marginal note to the section and to the preamble to the 1973 Act bore out that, referring as they did to gaming "at" clubs rather than "by" them.

Moreover there was no reference in section 40 to licence holders, licensed premises or licences, which indicated that Parliament did not intend a club holding licences to be entitled to promote commercial bingo out of the framework of the Act. Section 40 was only apt to cover gaming by the clubs or institutes it defined as "clubs" or "institutes".

The defendant had also argued that even if section 40 did not apply, section 3 had not been contravened because no charge of money had been made at the final. The justices had rightly rejected that argument because to gain admission to the final it had been necessary to pay a £5 fee at the local heat. That charge had been made to finance the whole scheme up to and including the final.

The fact that no charge was made on June 6 could not be decisive, and it made no difference that many who paid at the local level would not get into the final; those who did not have to pay the charge at heat level. It followed that section 3 had been contravened in respect of the final and it should be allowed, the case being remitted to the justices with a direction to convict.

Solicitors: Metropolitan Police Solicitor; Richards Butler & Co.

Accepting hearsay

Regina v Southampton City Council, Ex parte Ward and Another

Noticing was there was no need for all the information discovered by the authority to be put to the applicant "chapter and verse" to give him an opportunity to deal with it before the authority could take that information into account.

Mr Justice McCullough so stated in the Queen's Bench Division on February 21, dismissing an application for judicial review of a determination of Southampton City Council that the applicants were intentionally homeless.

Transfer of shares in breach of provision in articles

Tett v Phoenix & Investment Co Ltd and others
Before Mr Justice Vinelott
[Judgment delivered February 23]

Mr Richard Mawrey for Mr Tett; Mr John Brisby for the company.

MR JUSTICE VINELOTT said that on February 26, 1982, 90 shares were transferred to Mr Tett under article 5 of the company's articles of association which prohibited a member from offering his shares for sale unless they had previously been offered to other members.

Mr Brisby submitted that the transfer was wholly void and ineffective.

Mr Tett had submitted that the transfer was void from the moment of its existence did not become a valid transfer because the pre-emption provisions were subsequently complied with. He based that submission on *Hunter v Hunter* (1936) AC 223.

Solicitors: L O Glinster & Sons, Eastgate; Hewitt Woolacott & Chown.

Authorized Units & Insurance Funds

Authorized Units Managers Ltd and others v Phoenix & Investment Co Ltd

[Judgment delivered February 23]

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Solicitors: L O Glinster & Sons, Eastgate; Hewitt Woolacott & Chown.

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Insurance Funds and Units Managers Ltd and others v Phoenix & Investment Co Ltd

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Solicitors: L O Glinster & Sons, Eastgate; Hewitt Woolacott & Chown.

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Certainly, sir... why not take an extra £25,000?

By Michael Prest

One can easily see why other budding entrepreneurs might be a little envious of Shaun Merrick and Chris Robinson. After all, it is not every day that two young men with just another bright idea for a computer software ask Barclays for a £65,000 helping hand and find the bank manager offering him to lend them £90,000.

But Merrick, 30, and Robinson, 29, entered the bank at Finsbury Pavement with some advantages. Both are graduates of the Manchester Business School, where they met, and the business plan, 100 pages long, with which they confronted the bank undoubtedly reflected that training.

More pertinent, perhaps - they had a good idea. While working in the corporate treasurer's department at ESSO, Merrick realized that most treasurers and finance directors do not enjoy instant access to all the information they require.

The answer was Micro Treasurer, a program whose name referred to its ability to run on most makes of business micro computers rather than to the stature of finance directors. The program took about nine months to develop after Merrick and Robinson founded Swallow Business Systems (no particular reasons for the name, it just sounded nice, says Merrick) at the beginning of the last year. A further £115,000 from the National Computing Centre under the Department of Trade and Industry's Software Products Scheme smoothed the path.

Micro Treasurer will handle most money market instruments including Certificates of Deposits, Eurobonds, foreign exchange contracts, time loans and deposit acceptances. Moreover, it will compare actual

transactions with cash flow forecasts and objectives and enables the treasurer to perform "what if" calculations something in the manner of a computer spreadsheet.

The treasurer can also assess various bank bids from a data base of quotations and the programme automatically prepares and prints confirmation letters and internal advice notes.

But in case all that sounds rather formidable, Merrick emphasizes that Micro Treasurer is not aimed at awesome multinationals only. Companies of all sizes in The Times' 1,000 have been represented among approximately 100 clients and 20 sales Swallow has made since October. Indeed, the relative simplicity of the program may appeal to smaller companies which have not already made heavy investments in computer systems.

The price may appeal as well. One of the marketing hurdles Swallow had to leap was customers' belief that the original price of £1,650 was too low for a product which was any good. Merrick and his three colleagues promptly and happily increased it to £2,500. But even there, they claim, it is well below the competition.

After a slow start, sales are now running at two a week, encouraged by only a few small advertisements.

Swallow estimates, however, that its market is limited to about 500 companies. Merrick and Robinson are equally well aware that competitors arise in the software market like mushrooms spring up overnight. So work has already started in the smart, modern units rented in a converted building in Hammersmith on increasing the attractions of Micro Treasurer.

YOUR OWN BUSINESS

How the worker co-ops grow



By Derek Harris

Britain's first trade fair for worker co-operatives, held in London over two days this week, attracted nearly 130 co-operatives including some from France, Spain and the Irish Republic.

It was sufficiently successful - even to a spate of orders being reported by a number of exhibitors - that plans are being discussed for subsequent trade fairs in mainland Europe and in Dublin.

The fair showed that while the number of co-ops is growing - there are now more than 800 in Britain - their spread is spilling out beyond the old confines of traditional manufacturing like furniture and low-to-medium technology engineering or clothing and footwear.

There were nine co-ops involved in computers and videos. Others ranged from a book club specialising in non-sexist books for children to a manufacturer of ethnic toys.

Ivor Richard, EEC Commissioner for Employment and Social Affairs, said the Commission had decided to step up its support for worker co-ops and disclosed it was about to launch an investigation into tax and legal problems facing co-ops in Europe. An attempt will also be made to improve information exchange on co-ops to foster faster growth.

Five years' growth in worker co-ops had raised the number of jobs provided within co-ops from 300,000 to more than 550,000 throughout Europe.

Greater London Enterprise Board announced it will be sending a team to Spain this weekend to study the Mondragon co-operative movement to see how far the development of large manufacturers could be duplicated in the London area. The number of co-ops in London increased by 100 during last year.

Four women and a man, all in their twenties and early thirties and from a mixture of cultural backgrounds, are working as a co-operative, breaking into the highly specialized but growing sector of stained glass window design and production. Restoration of old stained glass windows is also part of their business.

Glasslight Studios, which has been exhibiting at the London worker co-operative trade fair this week, was launched 18 months ago in workshops in the old harbour area of Swansea near the city centre.

Behind it are three single girls, Lydia Maron, Krysta Zienkiewicz, from Poland, and Catrin Jones - left to right in

the picture - together with Elizabeth Edmundson (from California and married) and Jaroslav Myska, a married Czech.

Miss Maron, whose parents were Palestinians, estimates that turnover of the studios in their first full year will be around £50,000. All five met at art college in Swansea.

TO PLACE YOUR BUSINESS TO BUSINESS ADVERTISEMENT RING 01-278 1326 (A-H) STELLA SCRIVENER

BUSINESS TO BUSINESS

60 seminars to ease lending

A series of seminars to help accountants and bankers improve their services to small businesses are to be held around England and Wales from April to June, organized by the Department of Trade and Industry and the Institute of Chartered Accountants in England and Wales and the Association of Certified Accountants.

Some 60 seminars are being organized to explore two areas - one for accountants to assist small businesses and the other a detailed briefing on Government grants and advisory services.

It is the second series of seminars so far organized; before the first series last year it was reckoned that only 12 per cent of professional advice available generally was given to all the schemes available to help small businesses. The proportion subsequently rose to 42 per cent, but the new seminars are an attempt to improve on this.

David Trippier, minister for small businesses, is now considering whether to launch some seminars on marketing in the small business sector.

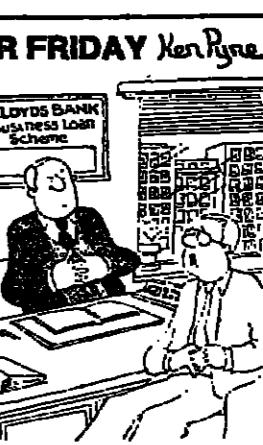
After the Budget the Department will be producing a new booklet linking with the seminars called "Help for Growing Businesses". It will be a ready-reference covering among other things all Government measures to help small businesses.

There are twin seminars on each of the two areas being explored; the cost for both is £15 and for one £10.

■ Contact: DTI Seminars, PO Box 433, Moorgate Place, London EC2P 2BZ; telephone (01) 628 7050, ext 544.

■ Barclays Bank is linking with the Council for Small Industries in Rural Areas (Cosira) in a smaller business seminar offering loans between £2,000 and £25,000 to cover capital expenditure projects. Cosira has a not dissimilar scheme already operating with NatWest Westminster Bank.

Both fixed and variable interest terms are offered, but the fixed interest will, for instance, be one per cent below Barclay's normal fixed interest loan schemes, reflecting Cosira's specialist interest in assessing small business projects.



"Actually I need the money to help with my repayments on my Natwest loan"

Loans for 10 years or less can be unsecured, for which the fixed rate would be 14 per cent. Variable rates are secured, 2.5 per cent over base rate, and 3 per cent over base rate. Negotiation fee is 0.5 per cent with a £250 maximum. CoSira helps to prepare business plans for presentation to the bank.

■ Contact: either local branch or CoSira, 141 Castle Street, Salisbury, Wiltshire SP1 3TP; telephone (0722) 336255.

BRIEFING

■ To brief British companies on export opportunities offered by contracts funded by the Asian Development Bank, Birmingham Chamber of Industry and Commerce is staging a two-day conference, on May 1 and 2, at the De Vere Hotel, Coventry.

There are presentations as well as one-to-one meetings according to Bob Fordham, the chamber's president. The Philippines-based bank's lending is now approaching £1.25m a year and covers most countries in Asia and the South Pacific. Among the many sectors involved are agriculture, industry, energy, infrastructure, communications and transport.

■ Contact: D L Burrows, conference executive, Birmingham Chamber of Industry and Commerce, PO Box 360, 75 Harborne Road, Birmingham B15 3DH; telephone: (021) 454 6171; telex: 338024 BIRCOM G.

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Box 316H The Times.

■ THE HISTORIC town of Beaumaris, Mid Wales, offers unique opportunity for a business. Long established well known Crown Hotel, with 20 bedrooms, offers owners accommodation commanding panoramic views across Cardigan Bay. Splendid 90m² direct frontage onto the beach. The hotel is fully equipped and offers a rare opportunity to acquire a unique and profitable business in a quiet corner of Wales' most popular tourist spots. Brochure available. Box 316G The Times.

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WILLIS REEVE. Deputy Secretary, 50 Finsbury Square, London EC2M 7AR. Friday 21, 1984.

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RACING

Mellor's young chaser can collect again

By Michael Phillips, Racing Correspondent

The clash between Lean Ar Aghaidh and Lettoch in the Manor Novices' Steeplechase at Kempton Park this afternoon promises to be a competitive contest.

Lean Ar Aghaidh is the horse that Eric Wheeler, Stan Mellor's experienced head lad, suggested might win at Cheltenham Gold Cup and that was before he had even run over hurdles, let alone fences.

Watching him hurrying last season I found the suggestion of Lean Ar Aghaidh winning the blue ribbon of steeplechasing hard to comprehend. But in recent weeks he has begun to put his act together and started to justify the high opinion that Wheeler always had of him.

Good ground and a greater distance have probably been the key to his success story this season. Lean Ar Aghaidh is far too good a mover to cope with boggy conditions underfoot. He is also by Proverb, who won the Goodwood and Doncaster Cups in his heyday and it is hardly surprising that Lean Ar Aghaidh has begun to flourish when racing over at least three miles.

Lettoch at one time would have been an automatic choice for this event following those wins at Stratford, Ayr and Newcastle. But his defeat at Worcester last week provoked doubts and I prefer to go for the horse in form from a stable which is also in form.

Fulke Walwyn's yard is another that is currently on a crest and the master of Saxon House, in Upper Lambourn, should win both divisions of the Ashford Novices' Hurdle with Laying Squad (2.15) and Bold Print (4.45). The latter is owned by Fulke's twin sister Helen Johnson Houghton.

Rowe breaks the ice

Richard Rowe, the Fonthill-based jockey, returned to form when landing a Folkestone double on Cossack and Oula Owl.

Rowe broke his collar bone on Ryedale at Newbury on December 30 and has aggravated the injury on several occasions since. He must have despaired of riding a winner in 1984, and both his successes yesterday were hard earned.

He was sent home at his strongest getting Oula Owl home by a head from Shenton Way in the Valentine Gtors. Oula Owl had disputed most of the running with Doddy Future until approaching the last, where the latter dropped out and Shenton Way came to challenge. On the run-in, Shenton Way appeared to be going the stronger and Rowe conjured an effort from his mount and they got up near the line.

John Jenkins, who trains Shenton Way, confirmed his charge a

Kempton Park

GOING: soft.
Total: double 3.15, 4.15. Treble 2.45, 3.45, 4.45
2.15 ASHFORD NOVICES' HURDLE (Div: £1,089; 2m) (15 runners)

101	4-12000	PEDESTAL BUCK	(D) (M) John T	10-10	H Deville
102	4-12000	MAN GLANCE	(C) (D) (Electra) D Elizabeth D	8-11-10	J Davies
103	210111	LEAN AR AGHAIDH	(C) (M) W Tufnell S Mellor	7-11-10	J Mellor
104	4-12000	WELSH STAR	(D) (Lord Falmoy) F Walken	6-11-5	S Shattock
105	0-00000	BORDIER SIGNAL	(Mets D Lee) A P 5-11-0	J France	
106	0-00000	DEEP IN DEBT	(Mets D Lee) P Hayes	5-11-0	A Williams
107	0-00000	GRANULAR BASE	(G Perry) H Deane	6-11-0	P Conquest
108	112	GRIMDALE	(D) (M) J Doherty	5-11-0	K McNamee
109	380442	GRIMDALE'S DAIRY	(D) (M) J Doherty	5-11-0	P Scudamore
110	0-00000	JOHN BUCK	(D) (M) J Doherty	5-11-0	P Scudamore
111	0-00000	NOVEMBER RAIN	(Mets D Lee) D Oughton	6-11-0	D Powell
112	117	0 BALTIMORE	(Mrs E Mitchell) S Ward	6-11-0	M Harrold
113	0-00000	UP THE ANTE	(Jorjant) N Henderson	7-10-9	R Muggles
114	0-00000	WITH A LITTLE BIT	(D) (Lester) F Walken	7-10-9	C Brown
115	0-00000	PORTARBOULY	(F Grigori) J Webster	6-11-0	L Bloomfield
116	0-00000	BUCK HOUSE	(Mets D Lee) P Hayes	6-11-0	P Scudamore
117	0-00000	ROCKY ROAD	(D) (M) J Doherty	6-11-0	P Scudamore
118	0-00000	DAPHNES PET	(C Bravely) C Bravery	5-10-9	R Muggles
119	0-00000	RHEINFANIA	(Summerside) Stas M Scholz	5-10-9	C Brown
120	0-00000	TO ONEROUS	(D) (M) J Doherty	5-10-9	P Scudamore
121	0-00000	CELTIC PROMISE	(H Hough) P Scudamore	5-10-9	P Scudamore
122	0-00000	FEELS RIGHT	(Sketch Ann Dahlman) D Nicholson	10-4	P Scudamore
123	0-00000	COLT STAR	(D) (M) J Doherty	10-4	P Scudamore
124	0-00000	1983: Decade 10-10 P Scudamore (13-5 tan) P Harris 10 ran			
125	0-00000	1983: Decade 10-10 P Scudamore (13-5 tan) P Harris 10 ran			
126	0-00000	5-2 Deep 7-2 Up The Ante, 5 Gallant Buck With A Little Bit, 5 Feels Right, 10 Woolcote, 12 Welsh Oak, 14 Celtic Promise, 16 others.			

Southwell

GOING: good.
2.0 ELSTON CHAPEL NOVICES' HANDICAP CHASE (£965; 3m 110yd) (15 runners)

2	40010	BITTER DONUT	(D) (M) W Doherty	6-11-7	R Samuels
3	101420	GREENNAKES JOY	(A Parson) K Wharton	9-10-12	G McCourt
4	0-00000	GREENHORSE PRIDE	(D) (M) Ward Terence	7-10-10	J Davies
5	211112	LETTUCH	(B) (J) Lettuch	7-11-12	P Crofton
6	2125	FLAMETEX LAD	(Tresor) J Ward	7-11-5	M Head
7	0-00000	ABREFOOT	(C) (M) J Webster	6-11-0	G McCourt
8	0-00000	PORTARBOULY	(F Grigori) J Webster	6-11-0	P Scudamore
9	210112	MANOR NOVICES' CHASE	(Div: £1,089; 3m 110yd)	10-11-10	H Deville
10	0-00000	WELSH STAR	(D) (M) J Doherty	10-10-10	J Mellor
11	0-00000	TO ONEROUS	(D) (M) J Doherty	10-10-9	P Scudamore
12	0-00000	CELTIC PROMISE	(H Hough) P Scudamore	10-10-9	P Scudamore
13	0-00000	FEELS RIGHT	(Sketch Ann Dahlman) D Nicholson	10-4	P Scudamore
14	0-00000	COLT STAR	(D) (M) J Doherty	10-4	P Scudamore
15	0-00000	1983: Mustangs 5-10 P Tuck (4-1) M Camacho 14 ran.			
16	0-00000	1983: Mustangs 5-10 P Tuck (4-1) M Camacho 14 ran.			
17	0-00000	5-2 Deep 7-2 Up The Ante, 5 Gallant Buck With A Little Bit, 5 Feels Right, 10 Woolcote, 12 Welsh Oak, 14 Celtic Promise, 16 others.			

3.0 MINSTER HANDICAP CHASE (£1,312; 2m 74yd) (10)

1	PP-2222	SILEY BRACKEN	(B) (P) Ed Western	W Clay 8-11-3	G Grant
2	101024	GREENNAKES JOY	(A Parson) K Wharton	9-10-12	M Williams
3	101024	SANTA NOEL	(C) (M) Ward Terence	J Leigh 8-11-7	P Warner
4	PP-2222	CAPUSTA (M) (S) (C) (M) Enya Construction	R Peacock	7-10-8	P Warner
5	0-00000	AVERSUM	(M) J Hubbard	W Hinchliffe	N Maddon
6	0-00000	PEA-COCK-ADE	(D) (M) Ward Terence	C Mann	N Maddon
7	0-00000	WINGARDIAN	(P) (McCan) D White	8-10-12	J A Hynd
8	PP-2222	LAWNSIDE FLYER	(H) (M) Ward Terence	8-10-12	R Clark
9	0-00000	RUSSELL UP (D)	(P) (M) Williams	P Richards	R Clark
10	0-00000	1983: Castashen Pat 6-10-11 J Sutphen (D) (2-2) furlong O' Neill 20 ran.			
11	0-00000	7-4 Greenacres Joy, 5-2 High Barn, 9-2 Davenport's Lady, 7 Hard Kingdom, 14 Wieldane, 16 Woodstock.			
12	0-00000	3.0 MINSTER HANDICAP CHASE (£1,312; 2m 74yd) (10)			
13	0-00000	3.0 QUEEN'S SCONCE NOVICES' HURDLE	(Div: £1,285; 2m) (10)		
14	0-00000	1983: Queen's Sconce Novices' Hurdle (Div: £1,285; 2m) (10)			
15	0-00000	2 Santa Horseshoe, 11-14 Home Ground, 9-2 Slave Bracken, 9 Capstans, 12 Mighty Impressing, 10 others.			

Impressing, 10 others.



Desert Orchid, David Elsworth's exciting front-runner, forging clear in the Kingwell Pattern Hurdle at Wincanton yesterday (Photograph: Ian Stewart)

Bregawn refusal so perplexing

By Michael Phillips

Bregawn became the mystery horse of the 1984 Cheltenham Gold Cup after a dramatic and perplexing refusal at the 15th fence behind Burrough Hill Lad in the Jim Ford Challenge Cup at Wincanton yesterday. Graham Brady, the horse who rode Bregawn to victory in the big race last year, was surprised as anyone. "He suddenly propped going into the jump and nearly fell. After that Bregawn dug in his toes and did not want to know. It was amazing. He was going grand and running as sweet as a nut beforehand. He's never done anything like that before."

Jenny Pitman, on the other hand, was overjoyed after Burrough Hill Lad had been left clear to win unchallenged from Button Boy and Cider. "I'm not sure what two runners," she said, "but I think we wanted. I don't want him to have to work so hard a race. You can say that I am now confident that Burrough Hill Lad will win the Gold Cup."

Burrough Hill Lad had made his only mistake at the same fence as Bregawn. "John Francome said that he was distracted by the other horse instead of minding his own business," Mrs Pitman is certainly always supercharged by the adrenalin of her success in her moments of triumph. "That's never Silver Buck and I'm out of the way. Now I'll have to see what we can do to Michael Dickinson and Wayward Lad at Cheltenham."

The trainer is entitled to be jubilant. In the space of under two months Burrough Hill Lad will probably go to the Deep Wealth Hurdle at Chepstow instead. But if the going is

good I'd like to have a go at the big one, particularly as I backed Desert Orchid at 50-1."

Francome continues to ride like a man inspired and the champion jockey went on to complete a double when bringing Pelion home 25 lengths clear of Our White Hart in the first division to the Mere Handicap Chase.

Falke Walwyn is certainly another man in form. After Mark Badcock had beaten Cider and Cider's stablemate off by two lengths in the big length victory over Jubilee Medal in the opening Fonthill Handicap Chase, the grand old man of steeplechasing said: "After my four winners last Saturday and Rose Ravine's victory at Warwick yesterday, I have now had six six runners without any of them being still the same thing at Cheltenham."

There was also a Cheltenham glint in David Elsworth's eye after Desert Orchid's impressive victory in the Kingwell Pattern Hurdle. 25-1 is now the top price on offer against Richard Burridge's bold front-running style at the Champion Hurdle.

Desert Orchid has now won six of his seven starts this season and his defeat of Stan's Pride and Very Promising certainly entitles the five-year-old to be considered for the Grand National.

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Ryan's Son, now 16, could find Los Angeles to his liking A legendary partnership that could scale Olympic heights

"They say it is not the winning but the taking part that counts, but if I go to the Games, I want to win," John Whitaker says. "Ryan's Son is one of the best the world's ever produced, but then he's ridden so well.... John is the most level-headed chap for the (Olympic) job. He has the flair, the magic, the guts, the knowledge and all the capabilities in the world".

At the moment he and his younger brother, Michael, are in the middle of a £60,000 sponsorship with Next Collectables. The contract is for a year and the package has been put together by the British Equestrian Federation so that is does not endanger the brothers' amateur status. Such are the anomalies of Olympic eligibility that, in completing his most successful year Whitaker not only became the European individual silver medal winner but also finished top of the international money winners' table as well as of the combined national and international tables. Yesterday, in recognition of his outstanding year, he received the Martini Award for showjumping which is presented annually to the year's top personality in equestrian sports.

Strangely, even taking part at the Olympics has eluded Whitaker so far. He has twice been shortlisted, but in 1976 he was dropped when Ryan's Son refused at the final trial, and in 1980 there was the boycott of the Moscow Olympics. "Everything was right for that year (1980). We were all set and Ryan's Son was just the right age. Now it is touch and go."

Ryan's Son is 16 and, although the legendary partnership shows no sign of ending, Whitaker is undecided as to whether Ryan's Son should be made available for the Olympics. "He has been such a good horse I don't want to finish him in one go". The fears are understandable. The last three Olympic courses have been exceptionally big - as was that for the world championships at Dublin in 1982 - and big tracks take their toll on horses.

The Los Angeles course is thought to be tricky rather than big and that, as Ronnie Massarella, the British chef d'équipe, pointed out, means that "Of all the possible Olympic horses Ryan's Son could be the one most suited technically to the course".

He is a veteran of more than 30 Nations Cup events and the most consistent horse to have appeared - and stayed - on the international scene in the last decade. He is also the most popular. His broad white blaze, kindly eye and indomitable spirit have made him the darling of the showjumping world. The admiration is mutual. Ryan's Son's celebrated kick-back after jumping the last fence is his acknowledgement to the crowds he loves. "He's showing off really" Whitaker says. "When the crowd claps he knows he's done well and gives a buck". Whitaker's modesty obscures an essential ingredient



Olympic hopefuls: John Whitaker on Ryan's Son

Whitaker started riding Ryan's Son around June. By October he was Grade B. The following year he quickly climbed to Grade A. The turning point was the Great Yorkshire Show. Whitaker had entered Singing Wind and Ryan's Son. He won the first class with Ryan's Son, beating all the top names, and the next class he won with Singing Wind.

Scholarship for Miss Schwerd

Polly Schwerd, aged 20, from Devon has won the Martini scholarship, an annual award to help promising young riders, after her outstanding year with Dylan II. The pair finished eighth at Badminton and crowned this by taking the team gold and individual bronze medals at the European Young Riders championships in September. Dylan II is only just 15 hands high and was originally bought for Miss Schwerd to take to Pony Club events.

The Martini Awards are decided annually by the vote of readers of *Horse and Rider*, *Pony* and the Topic group of regional magazines. Jilly Cooper, who is writing a novel based on the horse world, presented riders with their awards.

WINNERS: Showjumping: John Whitaker. Horse: Lucinda Green, Dressage: Jennie Loriston-Clarke. Showing: Vin Tolson. Driving: Christine Dick. Point-to-point: Jenny Pidgeon. Topic trophy for the Midlands and North: Christopher Barlow.

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In their first season (1973)

His arrival on the international stage was confirmed when the following year (1975) he joined the British team to Ostend, Rotterdam and Poland. In 1976 he and Ryan's Son were shortlisted for the Olympics and did so well at the trial at Cardiff that Whitaker was led to believe that he was a definite starter for Montreal. Undecided about the rest of the team the selectors called a final trial at Hickstead. Ryan's Son was unprepared and had not had the necessary outings before a big competition. He was "wild and mad" that day and stopped several times. "He's never stopped like that before; he just switched off". Whitaker lost his place in the team.

There have been other disappointments, notably last summer when he was left out of the team for the European Championships, to which

Jenny MacArthur

MOTOR RACING

Tyrrell backs Brundle and all-British team

By John Blundell

Ken Tyrrell, under whose guidance Jackie Stewart won 25 of his record number of 27 Grands Prix all three of his world championships has spoken out strongly about the loss of opportunity for British driving talent through lack of home-bred sponsorship.

Reusing overtures from heavily financed Italian drivers and despite the absence of a major sponsor, he has signed on a three-year contract one of Britain's brightest prospects, Martin Brundle, aged 24 from King's Lynn, who will make his Grand Prix debut in Brazil on March 25.

"I want to run an all-British team", Mr Tyrrell told me yesterday. "But I may have to put an Italian in the second car if I cannot find the backing in this country. It is a ludicrous situation with drivers like John Watson and Jonathan Palmer still without Formula One drives."

The deadline for nominating drivers is Tuesday but Mr Tyrrell is hoping to receive his date until March 12, when FISA will confirm the full racing calendar. His operating budget of £1.5m for two cars and a development programme is about a third of that of the top turbo-powered teams. The Tyrrell will run with the less expensive three-litre Ford Cosworth DFY engine, for which a significant power increase was found on the test bed earlier this week.

"We will still be uncompetitive in practice - we shall probably qualify about sixteenth out of 26 - but it will be a different matter in the race. We shall be about 200 lb lighter than the turbos on the start line, and we ought to be able to outpace them as well. At Brands Hatch, Zolder, Monte-Carlo, Dijon, Dallas, Rio and perhaps Fuerberg we shall be in particularly good shape."

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TODAY'S FIXTURES

WOMEN'S INTERNATIONAL B TEAM TOURNAMENT at Old Trafford, Manchester. Wales v Scotland (2.30); England v Ireland (3.0).

RUGBY LEAGUE First Division: Featherstone Rovers v Leigh.

BASKETBALL NATIONAL LEAGUE: First division: Bradford v Crystal Palace.

OTHER SPORTS BADMINTON: Essex championships (Redbridge, Essex, 2.15).

CROSS-COUNTRY National Service championships (HMS Dry dock, Portsmouth, 2.30).

TELEVISION Thursfests indoor Challenge (Thames Teles Centre, Ipswich, 5.0).

INDOOR CLUB CHAMPIONSHIP: Radio (at Crystal Palace, 5.30).

Brundle the debutant

"They are both outstanding, of course. Palmer has nothing to prove in 1983 formula Two champion ship it says all". But Brundle's Tyrrell tests, first at Silverstone, where he lapped the car one and a half seconds quicker than - and he went before him in Rio, where he was fastest quarter than every other driver through one particularly revealing corner, clearly made a big impression all round.

Martin Brundle is no flash in the pan. Mr Tyrrell said: "If need be I will finance his new driver's first season out of his own pocket".

"Ideally, I would like to run them both but I must have backing to do that". So far, the Tyrrell team's only support is coming from Goodyear, Champion and Courtaulds, tyres, plugs and carbon-fibre technology respectively.

Mr Tyrrell, one of the shrewdest judges of the racing scene, has also made a prediction for this year's world championship. "I think it will be Piquet again because I think his BMW four-cylinder engine will probe to be the most fuel-efficient". But he says that the Williams team may prove to be the dark horse, specially at Rio.

VOLLEYBALL: The women's international between the United States and Japan in London on May 15, which could be a rehearsal for the Olympic Games final, will be shown on BBC's "Grandstand" the following day in a bid to help popularize the sport in this country.

CYLING

Way open for third British team

By John Wilcockson

The withdrawal of Hongkong from the Sealink International race has opened the way for a team of British professionals to take part in the five-day race starting on April 9.

It seems that the three teams, officially representing Britain, England and the Professional Cycling Association, will be based on the three largest sponsored squads: Raleigh-Weinman, Falcon and a new team to be announced next week.

Each team will be increased to six riders by the inclusion of individually sponsored men such as Tony Doyle, who continued backing by the RMC team was confirmed earlier this week. Doyle was second in the 1983 Sealink race based on the five-day race starting on April 9.

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"I want to run an all-British team", Mr Tyrrell told me yesterday. "But I may have to put an Italian in the second car if I cannot find the backing in this country. It is a ludicrous situation with drivers like John Watson and Jonathan Palmer still without Formula One drives."

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IN BRIEF

FOOTBALL: Courage, the brewers, have taken over sponsorship of the Football League indoor six-a-side tournament, in conjunction with Birmingham City Council. It will be played at the National Exhibition Centre on March 27 and 28, with Arsenal, Aston Villa, Ipswich Town, Nottingham Forest, Southampton, Watford and West Bromwich Albion, expected to challenge for the £45,000 prize money.

MOTOR RACING: A civil rights protest is mounting against the inclusion of a South African team in this weekend's Miami Grand Prix, calling it an insult to local blacks. The group is asking Miami citizens to call the race promoter, Ralph Sanchez and city officials, to complain about the entry of Graham Duxbury and Sarel Van-

dermerde.

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It is Whitaker's quiet, stylish riding, allied with a ruthless determination to succeed, that makes him an invaluable member of any team. He weighs only 10 stone and has the lightest of hands. To watch him in the ring is to see showjumping at its gentlest but most effective.

The eldest of four brothers he was brought up on a 150-acre farm at Outland near Huddersfield. He started at five on the family's old milk pony. Early lessons came from his mother, then the Rockwood Harriers Pony Club. The only other formal instruction he has received was on a three-day course with Dick Stillwell, the British Show Jumping Association's top instructor.

Whitaker inherits the will to win from his mother, Enid. "She is the perfectionist. Mrs Whitaker had started a small riding school to help make the ponies pay their way and gradually more riders and local people, admiring his skill, asked him to ride for them. But there were no thoughts of making riding his career.

Whitaker's father, Donald, decided to buy a promising

Ryan's Son's schedule that year had been specifically directed. The chosen team was Harvey Smith, David Broome, Nick Skelton and Malcolm Pyrah. General Sir Cecil Blacker, chairman of the selection committee, admits that he had been an extremely difficult decision to decide on the four. "We discussed it for hours and in the end we went for what we knew was a winning combination" (the four had just returned from a glorious victory in the Nations Cup in Paris).

Barely two weeks after the team was announced Whitaker was called upon after all. His determination to succeed was never greater. He and Ryan's Son finished with the individual silver medal as well as helping the team to silver. The following month he won an even greater reward, the £14,000 first prize in the British Jumping

events.

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Car Buyer's Guide

Porsche Official Centres

Lancaster

61 Y Porsche 911 Turbo 3.2, 5mt, met, crm htr, Dr. Fats, 5,000 m.	£21,850
62 Y Porsche 911 Turbo 3.2, Red, met, crm htr, Dr. Fats, 5,000 m.	£22,500
61 V Porsche 928S Auto, Silver met, blue htr, ac, 27,500 m.	£18,850
62 V Porsche 928S Auto, Silver met, blue htr, ac, 27,500 m.	£18,850
62 Y Porsche 911SC Coupé, 2dr, met, grey htr, 20,000 m.	£14,950
62 Y Porsche 911SC Coupé, 2dr, met, grey htr, 20,000 m.	£14,950
62 X Porsche 911SC Coupé, 2dr, met, grey htr, 20,000 m.	£18,495
62 Y Porsche 911SC Coupé, 2dr, met, grey htr, 20,000 m.	£18,495
62 Y Porsche 911SC Coupé, 2dr, met, grey htr, 20,000 m.	£18,495
62 Y Porsche 911SC Coupé, 2dr, met, grey htr, 20,000 m.	

PERSONAL COLUMNS

DOMESTIC AND CATERING SITUATIONS

LEGAL NOTICES

DORSET INSTITUTE OF HIGHER EDUCATION

Department of Tourism, Recreation and Field Studies
require a Lecturer in Tourism
Lecturer in

TOURISM (Marketing)

The successful applicant will be expected to demonstrate a knowledge of marketing principles and techniques in advertising, promotion and public relations and will have experience in teaching.

Applications close on the 1st March 1984.

P. W. J. HARTIGAN
Liquoriser.

